

Big Campaign to Boost Sales of Ham and Bacon

Vol. 76

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U. S. Department of Agriculture

# THE NATIONAL PROVISIONER

CHICAGO AND NEW YORK

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JUNE 11, 1927

If It's

**Rohe** "Regal"

The Quality Is Unexcelled

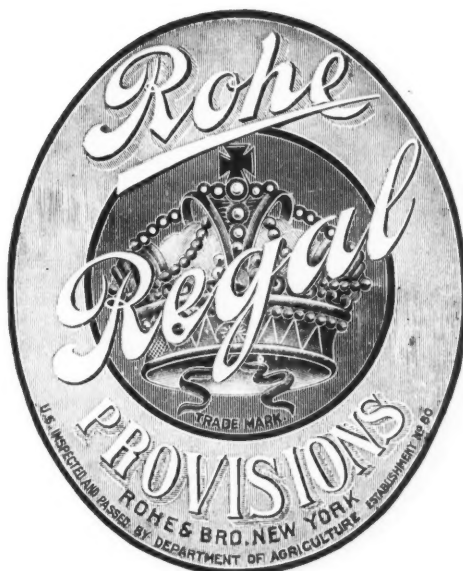
Sausage

Hams

Bacon

and

Lard



ROHE & BROTHER

Established 1857

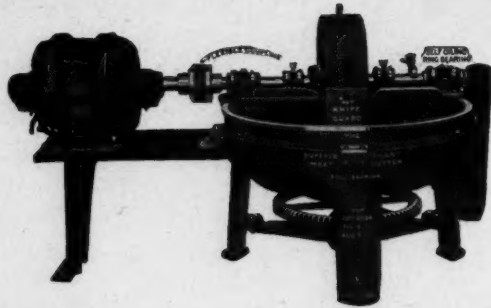
527-543 West 36th Street

New York City

Export Office: 344 Produce Exchange

Ham Curing — Who's to Blame When Things Go Wrong *See p. 30*

**"BUFFALO"**  
**Silent**  
**Cutter**



# FACTS!

*Proven by the experiences of the world's  
largest, most prominent packers and  
sausage makers*

**I**N order to cut meat FINE, a cutting machine must have knives that pass CLOSE TO THE BOWL—and THROUGH a COMB!

Some machines may do fairly good work cutting SOME kinds of meat, but a "BUFFALO" Silent Cutter DOES PERFECT WORK cutting ALL kinds of meat!

The "BUFFALO" has the reputation for producing FINEST QUALITY SAUSAGE at lowest possible cost.

Greater yield, increased profits and more satisfied customers are the result when you install a "BUFFALO."

*Write for further information and list of users*

**JOHN E. SMITH'S SONS CO.**

*Patentees and Manufacturers*

50 Broadway

Buffalo, N. Y.

**BUFFALO**

SILENT  
CUTTERS  
GRINDERS  
MIXERS  
STUFFERS

*Backed by 57 years' experience building  
quality sausage making machines*

*A few expressions of  
praise from among hun-  
dreds received about the  
"BUFFALO" Silent Cut-  
ter:*

The results we have obtained from your "BUFFALO" 43-B Silent Cutter have been so satisfactory that we have no hesitancy in recommending it as the best silent cutter on the market.

**Omaha Sausage Co.,  
Omaha, Neb.**

We take much pleasure in stating that your 43-B Silent Cutter has given us every satisfaction. We experimented with other machines, but found after tests that it gave the utmost satisfaction and left nothing to be desired. We find we are saving at least 25 per cent of labor, and this is particularly important as we manufacture the best grade of kosher sausages.

**Isaac Gellis, Inc.,  
New York, N. Y.**

We are pleased to say that our new 43-B Silent Cutter is doing its work in a satisfactory manner. We would not want to be without it.

**Carl A. Weitz,  
Somerville, Mass.**

*90% of the prominent sau-  
sage makers in the United  
States are users of  
"BUFFALO" machines*



## The Quick Sure Way to a Really Profitable Loaf Cheese Business



Many excellent loaf cheese prospects pass your window daily. Bring 'em in for **LAKESHIRE!** It will pay you to display several 5 lb. boxes, and a group of 1/2 lb. cartons regularly. And be sure to put up one or more of the attention getting big Lakeshire window strips.



The beautiful 4-color Lakeshire recipe folder will be appreciated by every customer who enters your store. And they'll sell more Lakeshire Loaf Cheese for you. Write for a quantity of these high grade folders and window strips today, and use them to the best advantage. Then watch your sales of Lakeshire grow.

**L**AKESHIRE Loaf Cheese is a *real* sales sensation! Thousands of enthusiastic Lakeshire dealers will tell you that. For here's Loaf Cheese—made by an exclusive, better method, which retains *all* of the rich, mellow, old-fashioned bulk cheese flavor. It's a loaf cheese which unlike any other, cooks perfectly—melts smoothly into the other ingredients of cooked dishes, without becoming lumpy, stringy or leathery. For slicing, to be eaten cold, its creamy texture and rare flavor are sure to please even the most exacting lover of fine cheese. Lakeshire is also known for its longer keeping qualities.

You get all of these advantages—plus, with your first order of Lakeshire. You get liberal quantities of *real* sales helps. You get a variety of Loaf Cheese in 5 lb. boxes and attractive half-pound cartons—so exceptionally good you can push its sale with utmost confidence—knowing it will give greater satisfaction—knowing that every customer who tries it for the first time is sure to come back again and again for more of "that delicious loaf cheese." You owe it to yourself to give Lakeshire a trial. See how quickly and surely it will pave the way towards the largest and most profitable loaf cheese business you've ever had.

Seven popular varieties—American, Pimento, Swiss, Brick, Brie-Denzer, Caraway, Vera-Sharp—5 lb. loaves or 1/2 lb. cartons. Vera-Sharp in 2 lb. boxes only. All foil wrapped for cleanliness and long keeping.

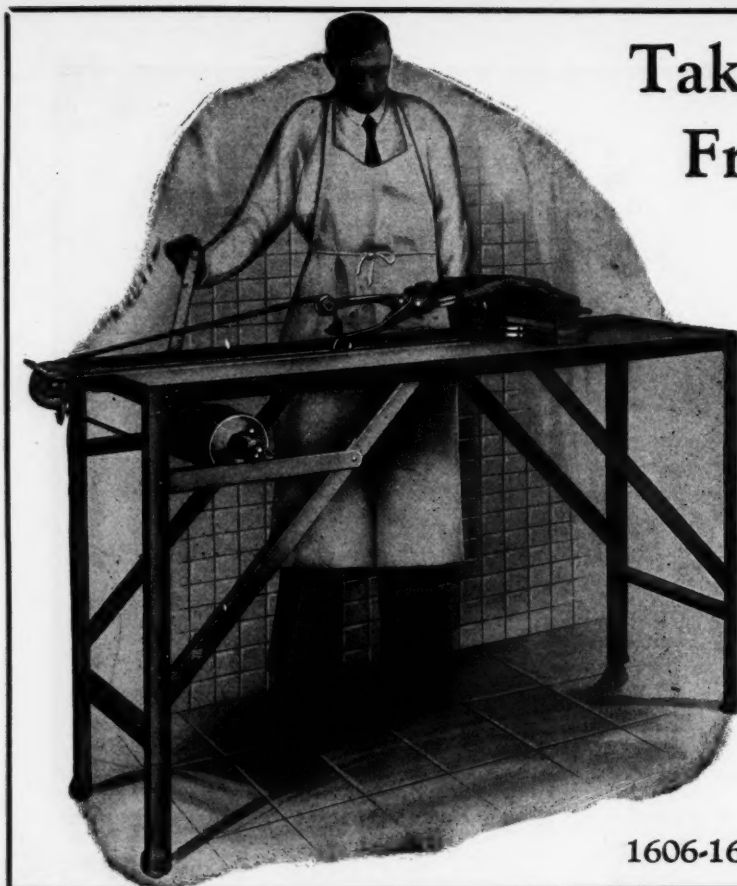
## The Lakeshire Cheese Co.

### Plymouth ~ ~ ~ ~ Wisconsin

174 Duane St., New York City

This company is owned and its products distributed by  
A. H. Barber & Co., Chicago, Ill. Winnebago Cheese Co., Fond du Lac, Wis.  
A. D. DeLand Co., Sheboygan, Wis.





## Takes All The Fat From The Rind

A SAVING of 3 to 5% of fat is made by the CALVERT BACON SKINNER, a modern device for taking the skin off breakfast bacon for slicing. With this machine the rind is stripped perfectly clean—which is impossible with hand work.

Much greater speed is another advantage. In one hour one man can do more skinning than can be done by hand by two men in a whole day.

Time means money to you—and so does the additional fat saved.

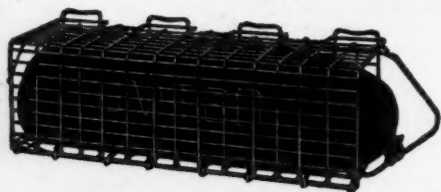
Send immediately for full particulars.

— The —  
**CALVERT MACHINE**  
Company

1606-1608 Thames St., Baltimore, Md.

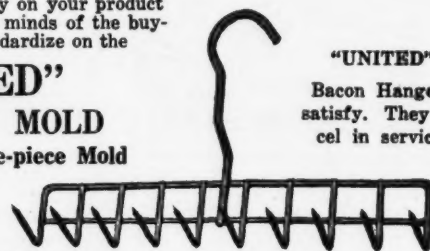
## Is Your Name an Asset?

Your name imprinted plainly and permanently on your product keeps you and your product constantly in the minds of the buying public. Adopt a trade name now, and standardize on the



**"UNITED"**  
**SAUSAGE MOLD**  
the Patented One-piece Mold

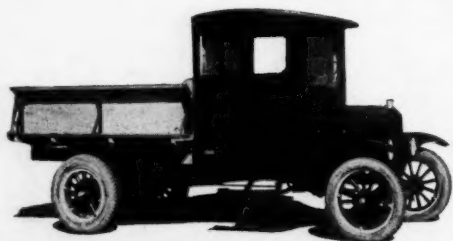
Consult Your Jobber or Write Us  
**United Steel and Wire Company**  
Battle Creek, Mich. Atchison, Kansas



**"UNITED"**  
Bacon Hangers  
satisfy. They excel  
in service.

## Here is the New Standard of Packers Body

*Lowest Price and Highest Quality Obtained  
Through Quantity Buying*



Here is the standardized body for a one-ton Truck with specifications recommended by the Committee of the Institute of American Meat Packers.

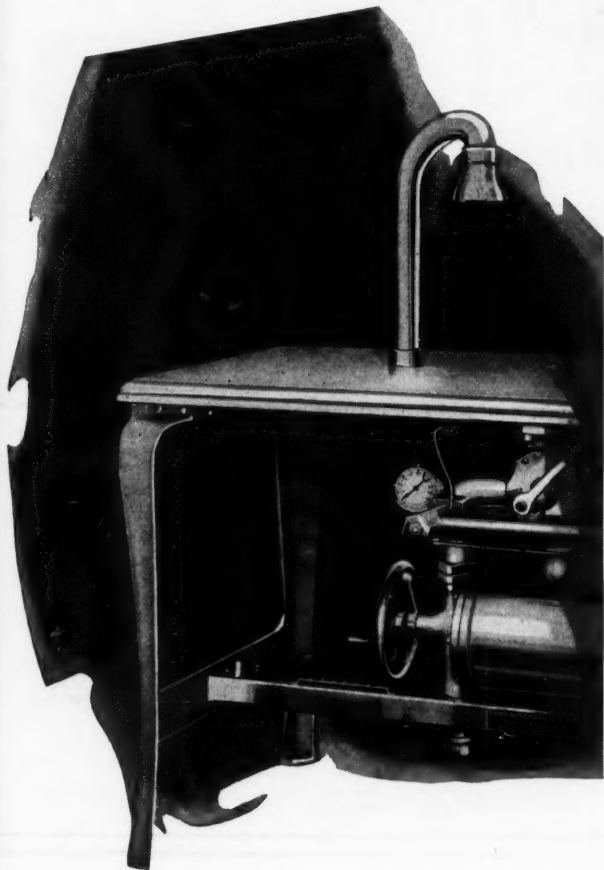
Quality of Construction is GUARANTEED, and through standardization of size and quality, we can supply these Bodies at your door at Lower Prices than you now pay.

Phone—wire—write

**Erlinder-Platt Body Corp., 40th St. and Wabash Ave., Chicago**



# LET US PROVE THAT THE *Lamb* MACHINE WILL



Weigh accurately regardless of the density of the material!

Through its remarkable simplicity in operation, be a money making investment.

Pack 25,000 lbs. of lard or compound per hour!

Permit one operator to handle 50 containers per minute!

Prove to be the utmost in cleanliness because of its entire construction of aluminum!

Require less pressure at which to pack than any other method of filling!

If you will permit us to show you a Lamb machine working under the conditions of your own plant, you will appreciate its superiority and value.

## FOR FULL INFORMATION USE THIS COUPON

Lamb Corporation,  
Seattle, Wash.

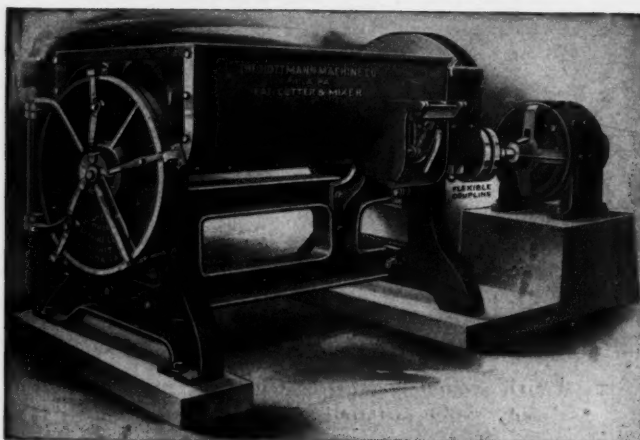
Please send us full information relative to the Lamb Automatic Weighing and Filling Machine. It is understood that this places us under no obligation whatever.

Firm Name .....

Address .....

By.....

*Lamb*  
**CORPORATION**  
**PRECISION WEIGHING AND FILLING MACHINES**  
Seattle, Wash.



IN THIS WORLD

## The Greatest Meat Cutter and Mixer Combined

*Sanitary Beyond Comparison*

*Replacing Other Equipment Everywhere*

*Write for Prices*

**The Hottmann Machine Company**

3325-43 Allen St.

PHILADELPHIA, PA.

THE MOLD



## "Perfection" TWO-PIN SAUSAGE MOLD

Investing a few dollars in this modern equipment will help your sausage department show greater dividends than ever before.

**SAUSAGE MOLD CORPORATION**

LOUISVILLE, KY.

*Incorporated*

THE PRODUCT



## Avoid Sausage Troubles by Using

Superior No. 6 O. K.    Superior No. 6    The Famous Superior  
Shear Cut Knives    Angle-Hole Plates    V-Hole Plates

They are Perfectly Constructed — Durable — Highest Quality — Most Serviceable

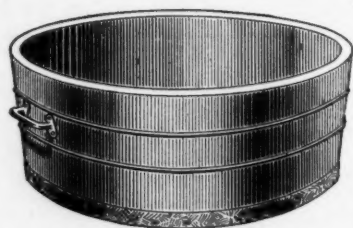
*Send for Price List and Information*

**The Specialty Manufacturers Sales Co.**

Represented by Chas. W. Dieckmann

Main Office, 2021 Grace St., CHICAGO

Telephone Lakeview 4325



Made in the following sizes:

(Size) Number	Weight each (lbs.)	Inside top diam. (in.)	Inside bot. diam. (in.)	Inside Depth (in.)	Cap. in gallons
0	29	28	26 1/2	13 1/2	32
00	28	23 1/2	20	12 1/2	22
1	22	24	21 1/2	11 1/2	20
2	16	21 1/2	19 1/2	10	15

## Butcher Tubs that Last

*for handling*

**Sausage, Fresh Meat, etc.**

Made of everlasting Virginia White Cedar, the best known wood for resisting the action of brine. Although light they are very strong and durable, being bound with electric welded wire hoops—Galvanized. Have non-breakable wrought steel handles, which are securely riveted on the tubs. The bottoms are of flush type with hard wood runners, fastened with rust proof bolts.

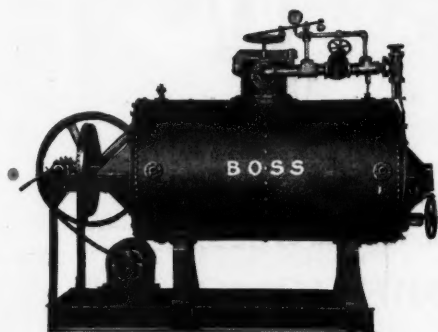
Can be purchased at Butcher Supply Houses

**RICHMOND CEDAR WORKS**

*Manufacturers for 55 years*

**Richmond, Virginia**

# "BOSS" Prime Rendering of Lard Approved by Staff Experts



1. An outstanding Packing House Superintendent
2. A distinguished Chemist
3. An Engineer, recognized for high efficiency
4. A 100% practical Tank House Operator
5. One of the best lard judges in this country
6. A well known Bone and Oil Specialist



The Experts of one of the largest plants, after our Chemical Engineer, Mr. John P. Harris, former Director of the Institute of American Meat Packers, had cooked Lard in their "BOSS" Prime Unit and demonstrated all he had claimed for it, operated the Unit for weeks. The rendered lard was carefully sampled and tested, shipments were followed to Europe, and, after comparing it with every kind of lard, the unanimous verdict of the Experts was in favor of the "BOSS" PRIME UNIT for producing highest grade of Pure Lard.

**THE "BOSS" PRIME RENDERING SYSTEM is also the most efficient and economical for rendering inedible material**

*It pays you to install it—Let us hear from you*

**THE CINCINNATI BUTCHERS' SUPPLY CO.**

CHICAGO BRANCH  
3907-11 S. Halsted St.

Killing  
Outfits

Manufacturers  
"BOSS" Machines

Sausage & Rendering  
Outfits

Factory and Main Office: 1972-2008  
Central Ave., CINCINNATI, OHIO





## Electrical Ham Saw

Perfect Cuts  
No Bone Splinter  
Money Saver  
Reduces Costs  
Easy to Handle  
Time Saver—One Man  
Can Saw 2,000 Hams  
an Hour.  
No change necessary  
to realize its value.

**Best & Donovan**

*Sole Distributors*

332 S. Michigan Ave.  
Chicago, Ill.

## HAM and BACON FLAT TRUCK No. 601



Standard Sanitary Packinghouse and Sausage  
Factory Equipment  
Manufactured by

**THE GLOBE COMPANY**

*Send Us Specifications for Your Special Equipment*

822-26 W. 36th Street

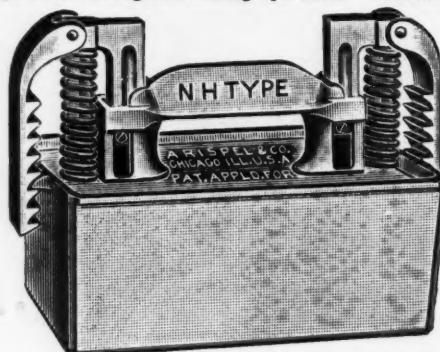
Chicago

## The Rispel New Superior Ham Boiler

*Made of Cast Aluminum*

Mean elastic pressure throughout boiling operation. This reduces shrinkage.

New  
Model



Type N. H.

*Makes perfect straight Hams and Meat Loaves*

**A. Rispel & Company**

*Manufacturers of many types and sizes of Ham Retainers*

1746 North Kostner Avenue

Chicago, Ill.



## The New Improved Bausman Hog Scalders

No longer are you compelled to use hoisting appliances. No heavy lifting to get the hog from the bath. Will save half the time originally required to scald. Furnished with or without fire box for heating water.

*Ask your Supply House for details or write us direct*

**Bausman Manufacturing Co., Millersville, Pa.**

When you write the advertiser, mention THE NATIONAL PROVISIONER

ANCO

# JORDAN'S

## IMPROVED

# HAM RETAINERS



Patent  
App. For.



## Have You Enough Ham Retainers for this Season's Cooking?

In a short time you will be in the middle of your ham cooking season. Your need for ham retainers will then be immediate. The far-sighted and practical thing to do is to check up and make certain that you have an ample supply of ham retainers on hand.

If your supply is low, you of course will want to replenish it with Jordan's Improved Ham Retainers. They produce a better product with a big saving of both time and labor.

When cooking and processing hams in Jordan's Ham Retainers it is never necessary to repress the hams because these improved retainers are equipped with springs which compensate for the maximum expansion and contraction. They are made from a single sheet of material, thus eliminating all rivets and seams or sharp crevices, making for easy cleaning.

*Write us today regarding your requirements*

# THE ALLBRIGHT-NELL CO.

5323 So. Western Boulevard  
CHICAGO

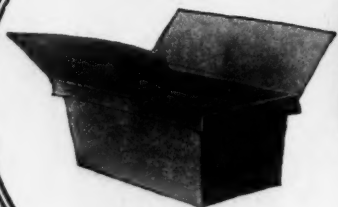
Western Office:  
1731 W. 43rd Pl.,  
Los Angeles, Cal.

Eastern Office:  
1700 Windermere Ave.,  
Baltimore, Md.

Reason 10

If you are looking for an ideal shipping container, investigate

## Champion Shipping Baskets



Made in 10, 25, 35, 50 pound sizes.

They have all the advantages required: strength, light weight, labor saving, space saving, flaring sides, advertising space plus economical cost. May we send you a sample? We also make Display Containers and Cartons for Sausage and Bacon.

**GEREKE-ALLEN CARTON CO.**

1705 Chouteau Blvd. Dept. "C" ST. LOUIS, MO.

### HY-GLOSS

MARGARINE CARTONS

#### Protect the Product

HY-GLOSS Paraffined Cartons are unexcelled; are used by the leading Oleo Manufacturers of the country. They attract the attention of the discriminating buyer.

**National  
Carton Company**  
Joliet, Ill.

### OAKITE CLEANS

*better—cheaper—faster*

THERE is an easy, quick way for superintendents and purchasing agents of packing plants to find out how to clean ham boilers, ham racks, trimming tables, meat choppers, floors and equipment better, cheaper and faster. Simply ask to have one of our service men call. He will demonstrate, under actual working conditions. Then compare results. A post card to us will bring him to you. No cost or obligation.

OAKITE IS MANUFACTURED BY  
OAKITE PRODUCTS, INC.  
20A Thames St., New York, N. Y.  
(Formerly OAKLEY CHEMICAL CO.)

**OAKITE**  
*Industrial Cleaning Materials and Methods*

*The best way  
to gain new  
business and continued repeat  
orders*



Make quality sausage meat and then use this package to identify your better product. People always come back for a quality product in a package that keeps it fresh and clean. We can help you to new business and continued repeat orders. Ask for complete information and convincing samples.

### KLEENKUP

*The Package That Sells Its Contents*



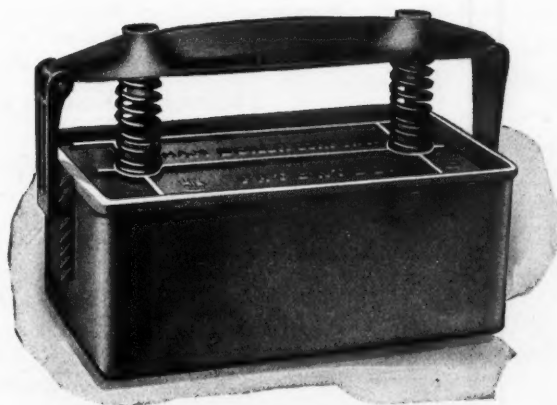
**Mono Service Co.**  
NEWARK NEW JERSEY



# A Good Investment

An outlay for Adelman Ham Boilers is not an expense but an investment. The saving in shrinkage and superior product with resultant increased sales proves this.

Leading packers and provisioners continue to equip with them exclusively. There must be a reason.



Made in oval and square shapes

## Ham Boiler Corporation

1762 Westchester Ave.

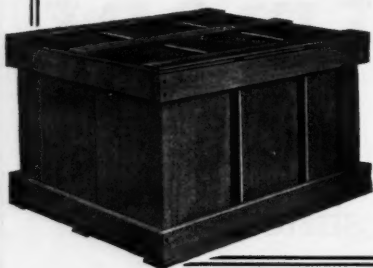
New York City

Factory: Port Chester, N. Y.

*European Representative:* The Brecht Co., 6 Stanley St., Liverpool & 12 Bow Lane, London  
*Canadian Representative:* Gould, Shapley & Muir Co., Ltd., Brantford, Ontario

# THE MODERN BOXES

Nabco, Veneer, Wire-bound Boxes for Strength—Security

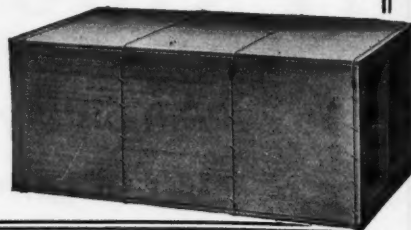


Save in Freight    Save in Handling  
Save in Nails    Save in First Costs

Send us your specifications now and we will prove to you how to save from 25 to 40% in traffic charges.

**NATIONAL BOX CO.**

General Offices  
1101 W. 38th St., Chicago, Ill.  
Eastern Offices:  
1011 Liberty Bldg., Philadelphia, Pa.  
1115 Hudson Ave., Hoboken, N. J.  
Southern Office: Natchez, Miss.



20 MULE TEAM

## BORAX

*Antiseptic*

*Cleansing*

*Deodorizing*

Use 20 MULE TEAM BORAX when any cleansing is to be done. It softens water. It cleans thoroughly. It inhibits the growth of the bacteria of decomposition, and leaves things sweet and wholesome. It is especially good when washing anything that comes in contact with meat, because it is harmless.

**PACIFIC COAST BORAX COMPANY**

100 William St., NEW YORK  
Chicago, Ill.      Wilmington, Cal.

## The Stockinet Smoking Process

U. S. Letters Patent No. 1,122,715.



Saves

*Labor*

*Trimming*

*Shrinkage*



Smoke Your Meats in Stockinets and Get Uniformity, Sanitation, SQUARE Butts and Appearance  
To get large sales, your Mr. Quality should have the assistance of Mr. Stockinet appearance  
Numerous Packers Throughout the Country Are  
*Why Not You?*

For Further Particulars Write or Phone

**Thomas F. Keeley, Licensor**

516 E. 28th St., Chicago, Ill.

Telephone Calumet 0349

## BEEF, HAM and SHEEP BAGS

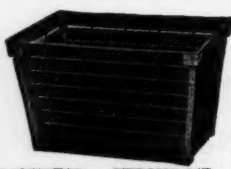
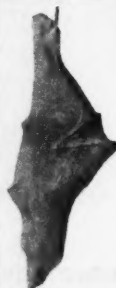
We Manufacture all kinds of Stockinette Cloth and Bags for Covering Meat

Write Us for Information and Prices

**Wynantskill Mfg. Company**

TROY, N. Y.

Fred K. Higbie Supply Co., Rep., 360 N. Michigan Ave., Chicago, Ill.



When you think of

**Baskets**

THINK OF

LIGHTEST STRONGEST BEST

**A. Backus, Jr. & Sons**  
DEPT. N.  
DETROIT, MICH



## SAUSAGE STUFFING TABLE

Made in any size required with monel metal or galvanized steel top. Furnished with galvanized pipe or angle legs. Built with pitch toward center.

Let us quote you

Write for our catalog

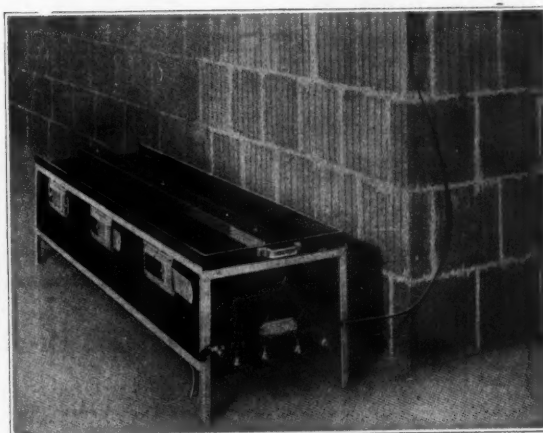
**MARKET FORGE CO., Everett, Mass.**  
Making Trucks and Racks Since 1897

# Can you afford to ignore a 50% saving in fuel costs in smokehouse operations? The Crane Oilgas Smoker will effect this saving — as conclusively indicated by the following list of users

Mutual Sausage Co., Chicago, Ill.	4	Machines	Meier Pkg. Co., Indianapolis, Ind.	4	Machines
Herman Duntz, Chicago, Ill.	1	Machine	Emge & Sons, Fort Branch, Ind.	1	Machine
Jordan Packing Co., Chicago, Ill.	4	Machines	Superior Meat & Prov. Co., Gary, Ind.	2	Machines
Home Made Sausage Co., Chicago, Ill.	1	Machine	Geo. Derleth, Indianapolis, Ind.	1	Machine
Lawndale Sausage Co., Chicago, Ill.	1	Machine	Kiss & Son, Detroit, Mich.	1	Machine
Gabel Packing Co., Chicago, Ill.	1	Machine	C. A. Swope, Detroit, Mich.	1	Machine
United Butchers Pkg. Co., Chicago, Ill.	1	Machine	J. A. Peters, Detroit, Mich.	1	Machine
Milwaukee Sausage Co., Chicago, Ill.	2	Machines	Feschke Sausage Company, Detroit, Mich.	7	Machines
Clovero Sausage Co., Chicago, Ill.	1	Machine	Schrauder & Company, Monroe, Mich.	1	Machine
Omaha Pkg. Co., Chicago, Ill.	1	Machine	Peter Eckrich & Sons, Kalamazoo, Mich.	1	Machine
Oscar Mayer & Co., Chicago, Ill.	2	Machines	Bredling Bros., Mt. Clemens, Mich.	1	Machine
Ketsel & Co., Chicago, Ill.	1	Machine	C. M. Post Pkg. Co., Chesaning, Mich.	2	Machines
Standard Provision Co., Chicago, Ill.	1	Machine	Bay City Pkg. Co., Bay City, Mich.	1	Machine
Newberry Kosher Sausage Co., Chicago, Ill.	1	Machine	Pastoor Bros., Grand Rapids, Mich.	1	Machine
E. Bucher Pkg. Co., Cairo, Ill.	2	Machines	Field Pkg. Co., Owensboro, Ky.	3	Machines
Steldl Bros., Paris, Ill.	1	Machine	Metzger Bros., Paducah, Ky.	1	Machine
Luer Bros. Pkg. & Ice Co., Alton, Ill.	2	Machines	Edw. Beese & Sons, Hazelton, Pa.	1	Machine
Danzelsen Pkg. Co., Decatur, Ill.	1	Machine	Lamberts Market, Tamaqua, Pa.	1	Machine
Wm. Fockes Sons, Dayton, Ohio	2	Machines	Hertz Bros., Milton, Pa.	1	Machine
Chas. Hunn, Chillicothe, Ohio	1	Machine	Belmer's Products, Green Bay, Wis.	2	Machines
Sandusky Pkg. Co., Sandusky, Ohio	1	Machine	C. Sauerbreit, Fond du Lac, Wis.	1	Machine
Waldock Packing Co., Sandusky, Ohio	1	Machine	A. F. Schwahn & Sons, Eau Claire, Wis.	2	Machines
Defiance Sausage Works, Defiance, Ohio	1	Machine	C. G. Richards & Sons, Muscatine, Iowa	1	Machine
J. F. Schmidt Pkg. Co., Columbus, Ohio	1	Machine	The Rath Pkg. Co., Waterloo, Iowa	4	Machines
W. C. Routh & Co., Logansport, Ind.	2	Machines	Lang Bros., Syracuse, N. Y.	1	Machine
Huntington Pkg. Co., Huntington, Ind.	1	Machine	J. H. Hill Pkg. Co., Sherborne, N. Y.	1	Machine
A. Krasner, Terre Haute, Ind.	1	Machine	Knauss Bros. Inc., Poughkeepsie, N. Y.	2	Machines
Parrot Pkg. Co., Ft. Wayne, Ind.	5	Machines	Brockton Sausage Co., Brockton, Mass.	1	Machine
Laurents & Hartshorn, Ft. Wayne, Ind.	1	Machine			

**L**OW first cost and an operating expense One-Half the cost of smoking with gas or wood

*Write for our actual tests showing this saving!*



Patented Oct. 19, 1926

No odor whatever  
Absolutely safe  
Even, steady heat  
Plenty of wood  
smoke

Excellent color  
Less labor  
Less sawdust  
Low cost of  
operation

## B. F. Nell & Company

*Manufacturers of Equipment and Supplies for the Meat Industry*

620 W. Pershing Road

Chicago, Ill.



## MATHIESON AMMONIA

is made by a Mathieson process, in a Mathieson plant, and sold under the Mathieson "Eagle-Thistle" trade mark. It is backed by the same resources that have built the Mathieson reputation for uniform dependability.

CAUSTIC SODA  
LIQUID CHLORINE  
BICARBONATE OF SODA  
MODIFIED VIRGINIA SODA  
SODA ASH  
BLEACHING POWDER  
ANHYDROUS AMMONIA  
AQUA AMMONIA



**The MATHIESON ALKALI WORKS Inc.**  
250 PARK AVE. NEW YORK CITY  
PHILADELPHIA CHICAGO PROVIDENCE CINCINNATI  
Waco, N.Y. - Buffalo, N.Y.

## The "FRANK BAG" Increases Your Profits and Goodwill

EVER notice how many frankfurts fall off the bunches? Don't let this happen—use the FRANK BAG. It will save you money by preventing waste; it will keep your product in a perfectly clean condition, to the great satisfaction of your customer. With the FRANK BAG your packing will be much easier, either in baskets, boxes or kegs.

Start immediately to save your profits with the FRANK BAG.

Send for prices and full information

**FRED C. CAHN**

226 W. Adams St., Chicago

Selling Agent

The Adler Underwear & Hosiery Mfg. Co.



THE FRANK BAG IN USE.

For Curing  
and  
Packing  
Meats  
Use

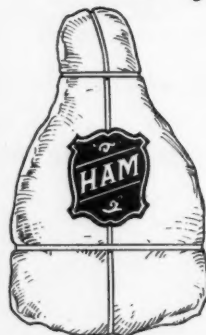
**Clean Crystal Salt**  
Jefferson Island

Over  
99% Pure

Jefferson Island  
Salt Mining Co., Inc.  
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THAT'S better than having your quality ooze out, making a greasy looking package, isn't it? Franklin Genuine Greaseproof paper is actually greaseproof. It will stand every greaseproof test. We can show you where you can save as much as 33 1/3% on your paper bills.

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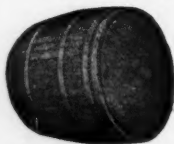
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Standard 1500-lb.



Ham  
Curing  
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Manufactured by

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New Curing Vats

Dozier  
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## A Better Sugar-for Less Money

YOUR cured meats will have better color, better flavor and better quality throughout when you use GOD-CHAUX'S CURING SUGAR, made especially for packers.

Tested by the Research Department,  
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**Godchaux's Curing Sugar**

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**PRICES**

Price in 100 lb. bags, \$5.70 per cwt., f.o.b. Reserve, La., less 2% cash discount.	Price in 250 lb. bags, \$5.60 per cwt., f.o.b. Reserve, La., less 2% cash discount.	Delivered prices, both carloads and less, quot- ed on request.
--	--	--

# - on your smaller cuts and prepared specialties



a single wrapping of

## Paterson Vegetable Parchment

affords far more protection to the quality of your products than a double or triple wrapping of ordinary paper—it makes neater and cleaner looking packages and places your goods before the public in the best possible condition.

Packers realize how much it is to their advantage to protect their products and to keep them looking fresh, clean and wholesome. That is why more and more *Genuine Parchment* is used each year to wrap the smaller packages.

*Read this partial list of meat specialties that prominent Packers are Parchment Wrapping.*

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Sausage Meat	Frankfurters
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Baked Meat Loaf	Jellied Tongue
Liver Cheese	Boiled Tongue
Tongue Loaf	Sausage Loaf
Smoked Butts	Scrapple
Souse	Mush
Fresh Shoulders	Fresh Loins
Pan Souse	Sliced Bacon
Poultry	Dried Beef
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*Write for samples and quotations on Parchment Wrappers for the specialties you wish to wrap.*

## The Paterson Parchment Paper Co.

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CAREFULLY  
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**Hog · Beef · Sheep**  
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The Cudahy Packing Co. U.S.A. III W. MONROE ST. CHICAGO, ILL.

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If  
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Our old established reputation  
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Refined Nitrate of Soda*"The old reliable way to cure meat right."*Also Refined Nitrite of Soda. All Complying with Requirements of the B.A.I. Also "Bound Brook Brand" Refined  
Granulated SaltMANUFACTURED BY  
Established 1840**BATTELLE & RENWICK**80 MAIDEN LANE  
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*do you know . . . . ?*

that we specialize in casings

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best raw material

that we spare no labor to  
assure proper grading

that we aim to produce only

*Quality Casings*

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Beef

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Established 1853

New York

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Complies with  
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*The King of Nitrates*

Write for Prices  
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## Double Refined Nitrate of Soda

Prompt Shipment

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### Sausage Casing Color

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Quality  
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Any Shade or Strength Desired

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Ham Boilers, Sausage Room  
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When Your Write the Advertiser Mention  
THE NATIONAL PROVISIONER

## Lavin's Prague-Hansa Salt

is the *Genuine*, imported from Germany, and is the only successful quick and safe cure on the market.

It has been used in Germany for the last eight years or more with the greatest success, and is meeting with the same success in this country since early in 1924.

It cures Hams for boiling in 5 to 8 days, producing a healthy color and better flavor. By using Lavin's Prague-Hansa method the Hams gain 10 to 15% in weight.

It cures Bacon in brine from 3 to 5 days with excellent flavor and color.

It cures dry cure box Bacon from 8 to 52 days, if you wish it.

For Sausage materials there is nothing that will excel it. It produces a teasing, appetizing color, fine flavor and adds to absorption and binding qualities.

Lavin's Prague-Hansa Pickling Salt possesses the *quality of penetration*.

**BEWARE OF SUBSTITUTES**—Use Lavin's Prague-Hansa Pickling Salt for a *safe and quick cure*.

It saves capital, time and cooler space, and increases your business by producing a finer product

*Distributed by*

**R. T. RANDALL & CO.**

331-333 N. 2nd St., Philadelphia, Pa.



The Man Who  
Knows.



The Man You  
Know.

## We Cannot Make all the Seasonings that are Sold So We Make Only the Best!

With the increase in the cost of raw materials, there is always the temptation to cheapen a product by substituting inferior spices. Our patrons know that our seasonings are always clean, fresh, uniform and of full strength and aroma, and that we do not sacrifice quality to compete on a price basis. Poor Seasonings are expensive at any price. Our Seasonings Are the Best that can be Made. Seeing is believing, trying is convincing, let us send you a trial order.

### H. J. MAYER & SONS CO.

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Makers of the Famous **GENUINE H. J. MAYER Special Frankfurter, Bologna, Pork Sausage (with and without sage), Braunschweiger Liver, Summer (Mettwurst), and Rouladen Delicatessen Seasonings and SPECIAL NEVERFAIL CURING COMPOUND**

All our Products are guaranteed to comply with the B. A. I. regulations

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## Know 'Em, Don't Ya?

One of the Greatest in the Land.

A letter like this ought to be enough for any plant owner—and Engineer and Architect, too, for that matter. Read:

Semet-Solvay Engineering Corp., 40 Rector St.,  
New York, Jan. 28, 1927

Mr. William H. Ridgway, Pres.  
The Craig Ridgway & Son Co.,  
Coatesville, Pa.

Dear Sir:

I appreciate the excellence of your elevator and have already recommended it on many occasions.

We undoubtedly will have an opportunity of doing business with you in the future.

Very truly yours,

SEMET-SOLVAY ENGINEERING CORP.

F. W. Steere, V. Pres.

The thing that amazes us Ridgways is how any man with steam available can be persuaded to use any other elevator than the Steam-Hydraulic.

### The One Absolutely Perfect Elevator

The most successful engineers all over the land are specifying Ridgway Elevators because when installed "Owners are greatly pleased," as one of them explained.

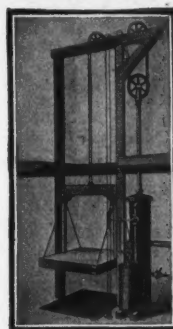
We have no agencies, we have no "drummers" and no one will "drum" you to buy Ridgway Elevators. But when the "Old Man" or his architect "catches on" he will

**"HOOK 'ER TO THE BILER"**

**CRAIG RIDGWAY & SON CO.**

Over 3,000 in daily use

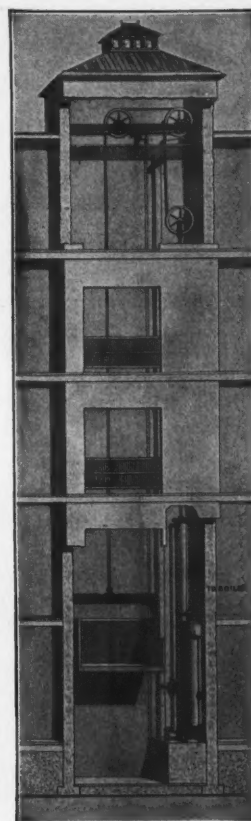
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Double Geared



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# SOLVAY

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**T**HE Solvay Process Company, the oldest and largest producer of alkali in this country, provides a reliable domestic source of supply for Sodium Nitrite.

Solvay Sodium Nitrite is guaranteed to meet the exacting standard of the U. S. P. and to be of uniform high quality.

Substantial stock of Solvay Sodium Nitrite is always on hand at convenient shipping centers, assuring prompt delivery.

**Write for Special Folder SN-1**

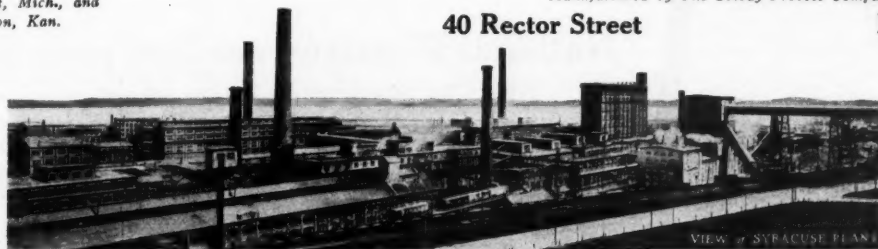
The Solvay Process Company  
operates plants at Syracuse,  
N. Y., Detroit, Mich., and  
Hutchinson, Kan.

**SOLVAY SALES CORPORATION**

Alkalies and Chemical Products  
Manufactured by The Solvay Process Company

40 Rector Street

New York



VIEW OF SYRACUSE PLANT



## *The Tub of Strength*

Every National Woodenware Tub is made from finest wood and built to render the greatest degree of service. Located, as we are, in the heart of the Minnesota forests, we have at our command the best timber, so necessary to the proper manufacture of quality tubs. In addition, all woods are thoroughly kiln dried to prevent shrinkage and reduce waste. Also—we manufacture pails of various sizes to meet all requirements.

### Write us

your requirements and we shall furnish quotations. Prompt delivery from stocks carried in Hill City, Minn., Chicago, Kansas City, So. Omaha, Fort Worth, Oklahoma City and St. Paul.

**National Woodenware Company**

West 43rd Street and S. Racine Avenue

CHICAGO



# THE NATIONAL PROVISIONER

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

PUBLISHED EVERY SATURDAY

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Vol. 76

Chicago and New York, June 11, 1927

No. 24

## *To Tell the World About Ham and Bacon*

### **Merchandising and Advertising Plan Which Will Help Packer and Retailer And Benefit Producer and Consumer**

Packers this week approved a plan to tell the consumer about ham and bacon on a scale never before attempted. It is a nation-wide two-months campaign to "sell" the public on the merits of these luscious meat foods for summer days.

It enlists 15,000 packer salesmen and 100,000 retailers.

It helps the livestock producer, it is of aid to the meat packer, it adds to the business of the retailer—and it impresses on the consumer some food bargains he may have forgotten.

The packer has assumed the cost of this campaign. But this cost means no more than would a mark-down of a tenth of a cent per pound on his stocks now on hand.

*What packer would hesitate to make such a contribution if it would add to his volume and profits?*

Even if he has no surplus stocks, he sees the lasting advantage of such a co-operative effort in the meat industry, reaching all the way from the farm to the retail counter.

That is why the plan "went over" with a whoop at the special Institute convention at Chicago this week.

It was some of the far-sighted packers who shouted the loudest for the idea, and who saw most clearly its far-reaching advantages—for now and for the future.

The feeling was voiced that the industry "may be on the verge of a new era," with this merchandising-advertising campaign as a preliminary object-lesson.

Details of the merchandising and advertising plan for the July-August drive, as authorized by the convention, are given in this issue of THE NATIONAL PROVISIONER.

Its benefits may be participated in by every branch of the industry. Why and how will be told in succeeding issues on these pages.

## **Plans to Advertise and Merchandise Ham and Bacon**

Ham and bacon will be advertised!

The Institute of American Meat Packers has taken the lead in promoting a nationwide merchandising and advertising campaign on these meats during July and August. The hearty co-operation of live stock producers, retailers, and other factors in the livestock and meat industry will be invited.

As a result of practically unanimous action by more than one hundred packers who attended a special convention of the Institute at the Drake Hotel on Wednesday, June 8, the packing industry will raise a fund of \$300,000 to finance the packer's participation in such a campaign.

For the first time in the meat packing industry a co-operative advertising campaign covering virtually the entire country will be undertaken to call the attention of the consumers in all important consuming centers to the facts that ham and bacon not only are selling at economical levels but also are ideal summer foods.

One of the most impressive features of

this effort will be great quantities of timely, forcefully-worded, attractively-illustrated store material designed to enable retail meat dealers to tell consumers about the bargains they are offering,

### **Only a Few Ham Sandwiches**

Who ever heard of using ham sandwiches to win a battle?

It can be done!

If the meat industry will get behind the merchandising-advertising plan here outlined, and persuade the public to eat just one ham sandwich a week more during July and August, the battle will be won.

Read about it in this issue.

and explaining the merits and convenience of ham.

There will be 24,701,000 pieces of material—colored store and window posters, window streamers, recipe booklets, "stunt" streamers, and stickers.

Accompanying the store material there will be newspaper advertisements occupying dominant space in leading newspapers in 129 cities. Eight advertisements will be run in each paper, one each week, starting July 7.

#### **Resolution for the Campaign.**

The action of the packers' meeting is expressed in the following resolution, which was offered by F. Edson White and Charles H. Knight and enthusiastically passed:

"Moved, that the Institute conduct for its members handling pork products a co-operative advertising campaign on hams and bacon;

"That the packers represented here who handle pork agree to pay toward the cost of such campaign a sum equivalent, in the

case of each packer, to one cent on each hog slaughtered or cut by him in the calendar year 1925, with a minimum payment of fifty dollars from any such packer who otherwise would pay less than fifty dollars if his payment were calculated on a slaughtering or cutting basis, or who handles pork products but who does not slaughter or cut hogs;

"Further, that every packer handling pork not represented at this convention be requested to bear his share of the expense on the basis stated above;

"And finally, that any unexpended money on hand at the end of the campaign as a consequence of this motion, or that any money raised in these ways and remaining unexpended after the expenses of the campaign have been met, be rebated to those who made up the campaign fund proportionally to the respective shares contributed."

#### Meetings to Plan Campaign.

Mass meetings for packers and retailers will be held during the last week in June in scores of cities, so that all branches of the meat trade can be familiarized with the plans and equipped to cash in on the opportunities which the campaign will create.

The need for such a campaign was outlined to the special convention which met at Chicago on June 8 by Oscar G. Mayer, President of the Institute. The details of the proposed campaign, which later was adopted by the packers, were explained by W. W. Woods, Executive Vice-President. Following these talks, the project was discussed and vigorously approved by nearly a score of packers.

In his statement Mr. Mayer pointed out that stocks of sweet pickled meats at seven leading markets on June 1 were 78,000,000 pounds in excess of the total on June 1, 1926, and that wholesale prices of all grades of ham and bacon are decidedly below the prices of one year ago, the declines averaging 25 per cent. He also quoted from a statement just issued by the United States Department of Agriculture, pointing out that, on account of increased production and a decline in the export trade, domestic pork supplies have increased 8½ per cent so far this year, as compared with the similar period a year ago.

#### Retail Dealers Can Co-operate.

Retail meat dealers throughout the country are expected to co-operate to the fullest extent, in view of the fact that the advertising and merchandising plans should create an unprecedented summer demand for hams and bacon.

By lending the windows and walls of their stores to the campaign, and taking the fullest advantage of the sales-building value of the store material, retailers will bring into their own stores the housewives who have been interested in, and sold on, ham and bacon through the pulling power of the advertising material.

The wholesale price situation makes possible unusually attractive prices on the two meat cuts, and attractive prices in a retail store cannot fail to convince consumers that there is ample reason for them to buy hams and bacon.

## Everybody Will Want Hams

when this Great Campaign Starts

July 7th

Your city will be covered  
with forceful sales building  
Advertisements



Use the Inside  
of this folder as a  
Wall Poster Put it up today!

A SAMPLE OF THE CAMPAIGN  
MATERIAL.

To accomplish the needed awakening of the public requires in this case unusual facilities, owing to the great territorial scope and tremendous number of retail outlets, all of which must be co-ordinated. In other words, it becomes necessary to hold a simultaneous selling campaign in about 200,000 stores, shops and markets. The co-ordination of so wide an effort would be beyond the power probably of any sales organization of any corporation in the world, in any line of business.

#### Proposed Selling Campaign.

Fortunately, however, the machinery does actually exist in this case for putting this huge undertaking into effect, and prosecuting it to a successful conclusion.

Obviously this problem of selling is dif-

ferent from the usual thing. It is widely different from the selling of a branded product.

Here is an immense force of some 15,000 salesmen of the meat packing industry, not only powerful in penetration, but likewise powerful in a repetitive sense. Their contacts with the trade are continuous. Intervals between calls are short. Their routes overlap one another.

But with respect to this particular selling effort their rivalry also has the effect of co-operation. They are all trying to sell ham and bacon, and the means by which they sell are common to all, and serve the common good.

#### Part for the Packer Salesman.

It is an important part of the selling plan that every packer's salesman, upon numerous occasions, shall leave behind him with the dealer a message or impression that will continue to work for the dealer after the salesman has left. It may be a window strip, a streamer, a store poster, a supply of recipe books, a broadside, a bundle of stickers or labels, or some other kind of useful publicity.

These waves of material would be impracticable for any branded article to match. No ordinary sales force could cover the ground.

According to this plan, every sale of ham is to the credit of the whole trade. Someone is always ready on the ground to take advantage of the conversion of a customer.

Hence the great stress that this campaign puts upon what is commonly called "store material." This point-of-sale advertising, which is ordinarily an auxiliary form of publicity, is in this case raised to a higher level of importance simply and solely because of the unprecedented coverage of this combined wave of 15,000 active, firing-line salesmen.

## A Bird's-Eye View of the Campaign as it Affects Salesmen, Dealers and Consumers

The campaign is planned to give the packer salesmen and retailers a practically continuous round of selling ammunition beginning in June and lasting through August.

During this period the dealers will be provided with an eight-week series of selling helps in the form of store display material.

The public, during the same period, will be influenced by an intensive eight-week newspaper campaign, sharply drawn to force the attention of meat consumers to the exceptional values now offered by ham and bacon.

Thus it will be seen that all avenues of publicity—all avenues through which information can be conveyed—are covered.

First, the salesmen reach the dealers.

Second, the dealers reach the public with some of this same material.

Third, the message reaches the public direct, through the newspaper advertising.

Fourth, the salesman uses the dealer's knowledge of consumer advertising as a lever to provide the dealer with adequate stocks.

Fifth, all these things acting together result in raising the importance of the

movement until it succeeds in "snow-balling" itself into a real state of momentum.

#### Steps in the Campaign.

The first stage of the movement will concern itself with the newsy fact that "hams are a good buy at this time," or other ideas about the economy and convenience of ham and bacon, especially in summer.

Then, when this has partly run its course, there is thrown in a second "lifting" force—namely, special sales by retailers on ham and bacon.

This is accompanied by various devices for promoting such sales, taking the form of co-operative advertisements of various kinds. In the larger cities, wherever possible, full pages will be arranged, and even double-pages, featuring such sales sponsored by large groups of independent dealers in combination. In the smaller cities, other plans for co-operative advertising are built around the supplying of free electros.

The third phase of the campaign brings it up to the point of urging the purchase of whole hams and half hams as a measure of economy and multiplied uses in the household. Obviously this, coming as it

does at the final quarter of the campaign, is a highly desirable consummation.

It performs a further service to the housewife, for it opens to her new facilities in her culinary activities and educates her to more ways of using ham.

It should give the actual moving of the merchandise a decided impetus, should prove profitable to the dealers by switching the interest of the consumer from a few slices to the whole or half hams; should, in fact, provide the salesmen with a wind-up opportunity to interest the dealers in carrying larger stocks of whole and half hams and give the campaign a very desirable carry-over beyond the expiration date of the advertising.

#### Other Interesting Points.

The campaign involves so many interesting angles that to touch on all of them would involve too much detail for this time. The co-operative nature of the campaign, together with the technique of distributing such a quantity of store material in wave after wave through the sales organizations, provides such a multiplicity of opportunities for sales meetings and dealer contacts that the "aliveness" of the campaign from the standpoint of everyone involved is stimulated rather than diminished from the beginning to the end. No one is lost sight of; no one given a chance to lag in interest or participation.

### Specific Detail Reflecting the Massive Character and Scope of the Campaign

One of the best ways, perhaps, in which to grasp the far-reaching effects of this sales campaign is to review the number of pieces of each kind of material called for.

The ham and bacon merchandising and advertising campaign involves:

250,000 Broadside Posters—an announcement of the campaign to dealers which will serve to introduce the program of advertising, store support, etc. This piece is arranged so that the inside of it is a full color poster for the stores.

10,000,000 Recipe booklets, also for the stores in the sense that dealers will be supplied with these booklets for their customers.

750,000 Additional store posters composed of 3 sets of 250,000 each.

10,000,000 Stickers for retailers to paste on customers' packages, carrying the campaign literally into practically every home where meat is consumed.

## Army and Ammunition

Here's the line-up for the big drive:

15,000 packer salesmen.

200,000 shops and markets.

24,701,000 posters, streamers, stickers, leaflets, broadsides and other advertising pieces.

*An entire industry massed behind a great idea.*

Let's go!

Arrangements are being made for the Regional Chairmen of the Institute and local chairmen in large cities to call meetings during the coming week (June 13 to 18) for the purpose of arranging distribution of store material.

Following later, on June 28, will come regional mass meetings of dealers and packers salesmen at which the details of the campaign will be outlined and explained with comments and suggestions on methods by which dealers can tie in and cash in on the campaign.

2,000,000 Window streamers in color, to be produced in four sets with two streamers to the set.

800,000 Actual size reproductions of newspaper advertisements, to be distributed to dealers for their windows and to be displayed on the window shortly in advance of the appearance of the advertisements in the local newspaper.

750,000 "Stunt" streamers for windows of dealer stores, comprising three sets of 250,000 each.

30,000 "Ham Campaign News" newspapers—two separate issues before the starting date of July 7th; one each to salesmen and to dealers attending mass meetings.

1,000 Four-page folders to newspapers in connection with co-operative Dealer-Industry advertising.

90,000 Broadsides to be issued by the newspapers to the dealers in each newspaper's city, showing newspaper advertisements, stressing the value of this local

advertising and urging staunch and frequent tie-up.

15,000 Proof books of separate series of advertisements for any dealer who wishes to run his own campaign, at his expense and over his exclusive signature, in order to tie in with campaign.

15,000 "Rough-outs" or preliminary portfolios which tell the high spots of the campaign to salesmen early and permit the salesmen to inform themselves on all important phases of the program.

The grand total number of these pieces is 24,701,000.

This material will not be released in such a way that there will be long gaps or intervals between pieces, but will be staggered through the campaign at frequent intervals and tuned or harmonized with the particular phase of the campaign which the given piece is intended to promote.

#### The Newspaper Campaign.

The entire consumer-publication advertising budget is devoted to reaching the housewife through her "shopping guide"—the newspaper.

The newspaper list covers more than a hundred cities. It includes, with only four exceptions, every city in the United States of 150,000 or more, as well as a large number of communities that range below 150,000.

Newspaper space has been adequately scheduled for these centers. In both groups of cities, the group of 150,000 and over, and the group of 100,000 to 150,000 and smaller communities, a series of eight advertisements has been planned. These are spread one week apart consecutively from about the 7th of July to the end of August.

In the larger city group, a dominating size has been designed for each advertisement. This will measure 5 columns in width (the usual page being eight columns) and 14 inches in depth (the total depth of the average newspaper being around 22 inches), giving a total of 70 inches or 980 lines in each insertion. This permits these cities a 7840-line campaign in slightly over eight weeks.

#### Ads in Smaller Cities.

In the smaller city group, where there is less physical competition in the way of number of total advertisements per issue and number of total pages per issue, the plan calls for what may be termed a "high spot, preferred position" campaign.

Advertisements will be smaller in these cities, but will be lifted out and placed in preferred positions next to reading matter where there is no chance to "bury" the message by placing it beneath or under or surrounded by a mass of other advertising.

Ordinarily, the preferred position advertisement in the smaller city paper has a



JUST A FEW THINGS THE TRADE HOPES WILL HAPPEN AS A RESULT OF THE HAM CAMPAIGN.

With 15,000 packer salesmen and 100,000 retailers back of the drive, it ought to be easy to bring these things about. (Cartoons by Lew Merrell of THE NATIONAL PROVISIONER.)



much better opportunity of being seen than the same size of advertisement in a larger city daily. This is again due to the lessened competition in the smaller daily, and there is a distinct advantage, perhaps, arising from the use of preferred positions in small city dailies due to the fact that a preferred position can be used without running into a great deal of money. While the same extra percentage may be charged in either large or small city for a preferred position, the rates in the smaller cities permit the extra cost without making too large a dent in the budget.

#### Tie-up With Dealer Advertising.

It is planned, in all cities where newspaper advertising runs, to urge tie-up dealer advertising. For example, the folder explaining that the packing industry will, on a given date, use a whole page of advertising, instead of 70 inches, to be faced by a page of advertising paid for by dealers, provided the dealers will subscribe jointly their one-page share of the cost, will be furnished to each newspaper patronized.

These two facing pages, really running together as a two-page ad, one paid for by the industry and one paid for by the local meat trade, would make a decided impression on the most casual newspaper reader. This project goes much further, however, than the idea of making an impression.

This particular advertisement is keyed to the thought that every dealer subscribing would pledge himself to give special prices on ham and bacon for one week. The advertisement would list such subscribing dealers, by name and address (and grouped by neighborhoods in the very large cities) which would direct women to these dealers, direct women to look for the name of their store to see whether or not their usual dealer were making specials on ham and bacon.

#### Dealer Can Advertise Cheaply.

At the same time this would give each subscribing dealer the use of an effective advertising medium at a very nominal cost (Continued on page 32.)

#### PRESENT AT THE CONVENTION.

The attendance at the special convention of the Institute of American Meat Packers at Chicago on June 8 was indicative of the interest in the proposition to merchandise surplus stocks of meats.

It was as representative a gathering of pork packers, both as regards type of concern and geographical location, as has ever been brought together. Packers from the Southwest and Far West were not present, as the matter will be taken up by them at regional meetings at Dallas, Denver, San Francisco and elsewhere. But the rest of the country was most thoroughly represented.

Those in attendance, arranged alphabetically, were as follows:

Paul I. Aldrich, Editor, THE NATIONAL PROVISIONER, Chicago.

John Anderson, general manager, Pittsburgh Provision & Pkg. Co., Pittsburgh, Pa.

P. D. Armour, vice-president, Armour and Company, Chicago.

C. M. Bell, vice-president, Powers Begg & Co., Jacksonville, Ill.

John H. Boman, Cudahy Brothers Co., Cudahy, Wis.

B. A. Braun, vice-president, Jacob Dold Packing Co., Buffalo, N. Y.

B. G. Brennan, president, Brennan Packing Co., Chicago.

A. W. Brickman, Illinois Meat Co., Chicago.

F. R. Burrows, Swift & Company, Chicago.

G. R. Cain, Swift & Company, Chicago.

D. G. Calkins, Drummond Packing Co., Eau Claire, Wis.

## A Tenth of a Cent

When market values go down, down go your inventories.

Which would you prefer to do:

Keep on marking them down, and lose thousands?

Or give the equivalent of a tenth-of-a-cent mark-down to a fund which not only will relieve the situation, but will do a whole lot more—for you and for the whole industry?

*Your stocks may not worry you, but your competitor's will!*

Think it over.

Henry C. Carlson, manager pork division, Armour and Company, Chicago.

W. C. Codling, vice-president, Albany Packing Company, Albany, N. Y.

D. V. Colbert, Miller and Hart, Chicago.

J. G. Cowrie, Jacob Dold Packing Co., Buffalo, N. Y.

John Crowley, Cudahy Packing Co., Chicago.

Michael F. Cudahy, president, Cudahy Brothers Co., Cudahy, Wis.

Arthur W. Cushman, Allied Packers, Inc., Chicago.

R. H. Daigneau, manager provision department, George Hormel & Co., Austin, Minn.

Jay E. Decker, president, Jacob E. Decker & Sons, Mason City, Iowa.

Charles F. Dickens, Layton Company, Milwaukee, Wis.

T. F. Driscoll, advertising manager, Armour and Company, Chicago.

A. L. Eberhardt, Cross, Roy, Eberhardt & Harris, Chicago.

H. R. Elliott, Elliott & Company, Duluth, Minn.

J. M. Emmart, president, Emmart Packing Co., Louisville, Ky.

W. Y. English, North Side Packing Co., Pittsburgh, Pa.

J. C. Ewing, Youngstown Pkg. & Prov. Co., Youngstown, Ohio.

H. W. Feil, Swift and Company, Chicago.

John J. Felin, president, John J. Felin & Co., Philadelphia, Pa.

Otto Finkbeiner, president, Little Rock Packing Co., Little Rock, Ark.

H. Oscar Fischer, William Zoller Company, Pittsburgh, Pa.

W. G. Fletcher, president, Blumenstock & Reid Co., Cleveland, Ohio.

Edward W. Focke and George J. Focke, Wm. Focke's & Sons Co., Dayton, Ohio.

F. P. Fox, E. Bucher Packing Co., Cairo, Ill.

George L. Franklin, president, Dunlevy-Franklin Co., Pittsburgh, Pa.

W. H. Gauselin, president, Mutual Sausage Co., Chicago.

R. H. Gifford, Swift and Company, Chicago.

B. A. Golden, Perry Packing Co., Perry, Iowa.

Jacob Gerst, president, Gerst Packing Co., St. Louis, Mo.

J. B. Gray, THE NATIONAL PROVISIONER, Chicago.

Fred Guggenheim, president, Guggenheim Brothers, Chicago.

A. E. Hayes, vice-president, Hatley Brothers Co., Chicago.

George L. Heil, president, Heil Packing Co., St. Louis, Mo.

H. B. Hetzel, Hetzel & Company, Chicago.

J. S. Hoffman, president, J. S. Hoffman Company, Chicago.

A. C. Hofmann, Jr., president, A. C. Hofmann & Sons, Syracuse, N. Y.

Charles W. Honegger, sales manager, American Packing Co., St. Louis, Mo.

J. C. Hormel, vice-president, Geo. Hormel & Co., Austin, Minn.

C. F. Horn, Allied Packers, Inc., Detroit.

Frank H. Hoy, Cudahy Brothers Co., Milwaukee, Wis.

F. A. Hunter, president, East Side Packing Co., East St. Louis, Ill.

P. A. Jacobson, president, Interstate Packing Company, Winona, Minn.

Robert Johnson, Oscar Mayer & Co., Madison, Wis.

R. C. Johnson, Cudahy Packing Co., Chicago.

Alan P. Jones, Jones Dairy Farm, Mt. Atkinson, Wis.

E. A. Cudahy, president, Cudahy Packing Company, Chicago.

Albert Kahn and Louis W. Kahn, E. Kahn's Sons Company, Cincinnati, Ohio.

C. H. Keehn, Kingan & Company, Indianapolis, Ind.

C. A. Kerber, president, Kerber Packing Co., Elgin, Ill.

F. H. Knief, Wilson & Co., Chicago.

Charles H. Knight, vice-president, Louisville Provision Co., Louisville, Ky.

Frank Kohrs, president, Kohrs Packing Co., Davenport, Iowa.

C. Korff, Mickelberry's Food Products Co., Chicago.

Fred Krey, president, Krey Packing Co., St. Louis, Mo.

Henry C. Kuhnner, president, Kuhnner Packing Co., Muncie, Ind.

W. T. Lay, president, T. L. Lay Packing Co., Knoxville, Tenn.

W. J. Luer, Luer Bros. Pkg. & Ice Co., Alton, Ill.

H. L. MacWilliams, Jacob Dold Packing Co., Omaha, Nebr.

H. K. McJunkin, J. M. Denholm Bros. & Co., Pittsburgh, Pa.

J. T. McMillan, J. T. McMillan & Co., St. Paul, Minn.

S. K. Maddux, THE NATIONAL PROVISIONER, Chicago.

A. J. Major, president, Major Brothers Pkg. Co., Mishawaka, Ind.

Henry Manaster, Harry Manaster & Bros., Chicago.

Guy Manaugh, Sandusky Packing Co., Sandusky, Ohio.

Oscar G. Mayer, president, Oscar Mayer & Company, Chicago.

Max Matthes, president, Wilmington Provision Co., Wilmington, Del.

T. H. Menten, Swift & Company, Chicago.

E. C. Merritt, general manager, St. Louis Independent Pkg. Co., St. Louis, Mo.

H. H. Meyer, H. H. Meyer, Pkg. Co., Cincinnati, Ohio.

George N. Meyer, vice-president, Fried & Reineman Pkg. Co., Pittsburgh, Pa.

C. M. Mickelberry, president, Mickelberry's Food Products Co., Chicago.

Wm. G. Mueller, president, American Packing Company, St. Louis, Mo.

S. T. Nash, president, Cleveland Provision Co., Cleveland, Ohio.

Ira A. Newman, United States Cold Storage Co., Chicago.

W. S. Nicholson, Wilson & Co., Chicago.

Bernard F. Odell, Wm. Davies Company, Chicago.

J. M. O'Rourke, Cudahy Pkg. Co., Chicago.

F. N. Phillips, president, Birmingham Packing Co., Birmingham, Ala.

Isaac Powers, president, Home Packing & Ice Co., Terre Haute, Ind.

J. W. Rath, president, Rath Packing Co., Waterloo, Iowa.

J. A. Ravelle, Swift & Company, Chicago.

E. H. Redeker, general manager, Kerber Packing Co., Elgin, Ill.

W. G. Reynolds, president, Reynolds Packing Co., Union City, Tenn.

C. J. Roberts, president, Roberts & Oake, Chicago.

(Continued on page 40.)

**PACKERS' PRIZE IDEA CONTEST.**

This is the age of machinery. Hand labor is being eliminated from more and more industrial operations, being replaced by machines which do the work faster, cheaper and more uniformly.

Especially is this true in the meat packing industry. Many steps in the preparation of meat products which were formerly done by hand are now done by machinery, at great savings in time and expense.

More and more of these devices are being developed and introduced into the industry constantly. Most of the ideas for them come from the personnel of the industry—from the men who actually do the work.

To stimulate the inventive mind of the American packinghouse man and to reward him for his efforts, the Institute of American Meat Packers has for several years conducted a Prize Idea Contest which was open to employees of member companies. In addition to the cash prizes offered by the Institute, **THE NATIONAL PROVISIONER** has each year offered an additional cash prize of \$100 for the best presented idea.

Grover Jackson, of the Morton-Gregson Company, Nebraska City, Nebr., was one of the five joint winners of first prize in the 1926 Prize Idea Contest. Mr. Jackson submitted plans for an attachment for a dehairing machine.

This attachment was designed to give added dehairing treatment to heads and feet of hogs. He estimates that a total saving of five men and a 25 per cent increase in the capacity of the machine will

result from the use of this attachment. A sketch of the idea is shown on this page.

All entries for the Institute's 1927 Prize Idea Contest must be in by July 15, which is the closing date. The names of the prize winners will be announced at the annual convention.

All employees of member companies of the Institute who are interested in submitting an idea for the contest should obtain from their department head a copy of the folder which gives the rules for the contest.

**PACKERS MEET AT DALLAS.**

The first of the series of divisional meetings being held this month by the Institute of American Meat Packers took place in Dallas, Tex., on June 6. Fifteen packers were present at the meeting in the Hotel Adolphus. The meeting consisted of three sessions, and included a luncheon and dinner.

The speakers at the morning session were S. F. Spencer, Keefe-LeSturgeon Company, Arkansas City, Kas., who talked on "Personnel Training and Its Results," and W. H. Burnett, Armstrong Packing Company, Dallas, who discussed "Modern Pork Curing." Mr. Spencer and Mr. Burnett presided over sessions of the meeting.

At the afternoon session the subjects were "Are Sour Hams Avoidable?" by J. C. Remling, Union Meat Company, San Antonio, and "Some Recent Practical Results of the Institute's Research on Plant Operations" by H. D. Tefft, Director of the Institute's Department of Packinghouse Practice and Research, and Dr. W.

Lee Lewis, Director of the Department of Scientific Research.

R. M. Kleberg, President of the Texas and Southwestern Cattle Raisers Association, spoke at the evening session on "The Live Stock Situation."

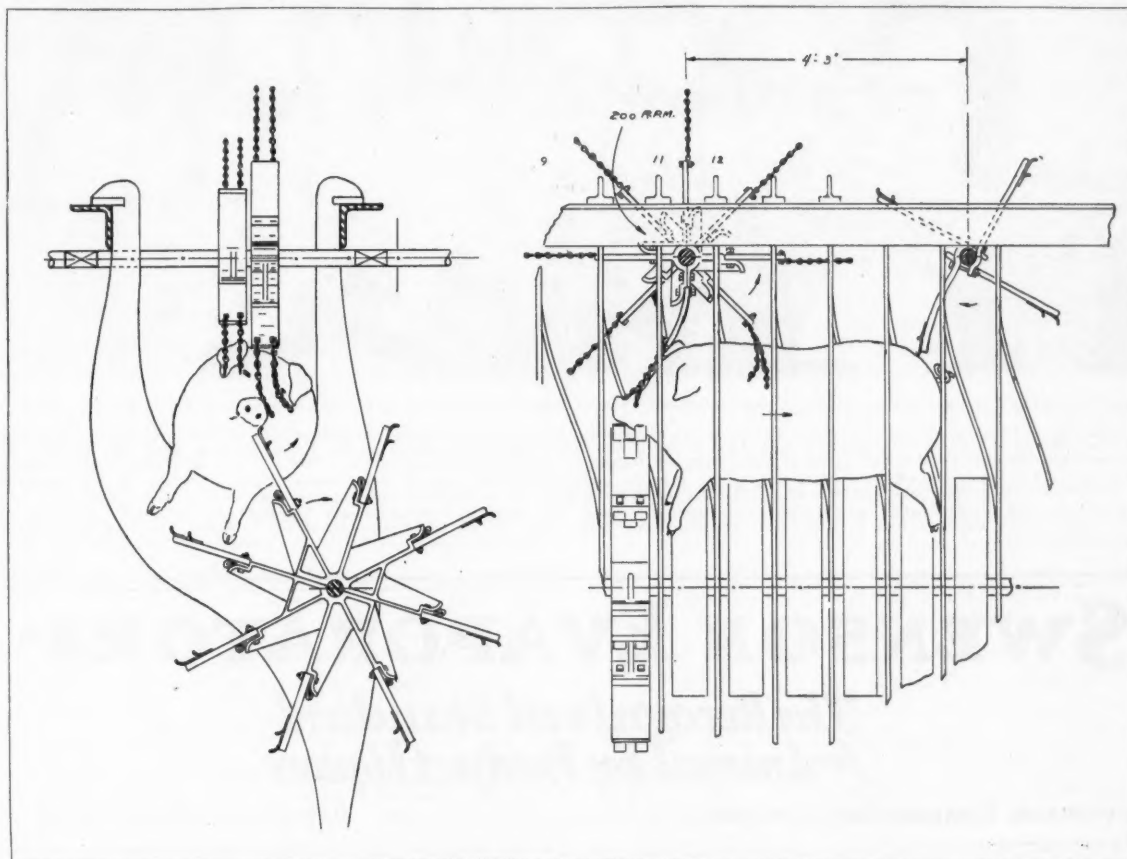
The following men were present:

Chas. R. Bergstrom, Alamo Dressed Beef Co., San Antonio, Texas; C. W. Brooks, Keefe-LeSturgeon, Wichita, Kansas; W. H. Burnett, Armstrong Packing Co., Dallas, Texas; K. H. Clarke, Swift & Company, Dallas, Texas; R. N. Dumble, Fort Worth Pkg. Co., Fort Worth, Texas; Jas. A. Gallagher, Jr., Union Meat Company, San Antonio, Texas; Howard W. Huntley, Morris and Company, Dallas, Texas; R. M. Keeberg, president, Texas and S. W. Cattle Raisers Association, Corpus Christi, Texas; Dr. W. Lee Lewis, Institute of American Meat Packers, Chicago; J. F. McMahon, Wilson & Company, Dallas, Texas; J. D. Peterson, Geo. A. Hormel & Co., Dallas, Texas; J. C. Remling, Union Meat Company, San Antonio, Texas; S. F. Spencer, Keefe-LeSturgeon, Wichita, Kansas; E. M. Sullivan, Swift & Company, Dallas, Texas; W. H. Satterfield, Armstrong Packing Co., Dallas, Texas; H. D. Tefft, Institute of American Meat Packers, Chicago; L. E. Walter, Armstrong Packing Co., Dallas, Texas.

**MEAT AS STRENGTH BUILDER.**

Important facts about the iron content of meat, and the value of meat in treating cases of anemia, are given in an article prepared by the Department of Nutrition of the Institute of American Meat Packers which appeared in a recent issue of the *Western Dietitian*.

Until very recent years it was believed that the iron content of meat was of distinctly lower nutritive value than that of



IDEA FOR DEHAIRING MACHINE ATTACHMENT TO TREAT HEADS AND FEET OF HOGS.

other foods, including milk, eggs, and vegetables. Recent experiments, however, conducted at the Institute of Animal Nutrition at the University of Pennsylvania, have shown that certain meats—especially beef liver, spleen, and kidney—supply iron in relatively large quantities when compared with other foods which were known to rank high in iron content.

It had been known that iron in foods or in medicinal form was of value to the animal body in building red blood cells and it had been assumed that iron was the chief factor in blood building. It is known, however, that the red blood pigment contains complex proteins in addition to iron. Therefore it is not surprising that protein and some vitamin, as well as iron, are required for blood building, as recent experiments show.

Experiments at the University of Rochester regarding blood regeneration and anemia showed that all meats proved beneficial in the treatment of anemia and that the liver and kidneys of meat animals gave the best results by far. Since anemia is a disease caused by scarcity of red blood corpuscles or a deficiency of pigment in these corpuscles, the results indicate that these meats are valuable in blood building, both for adults and infants. Infants receiving cow's milk without the addition of a small group of other foods, which includes beef juice, scraped beef, egg yolks, spinach, prunes, and oatmeal, frequently develop anemia.

Acknowledgment of this important function of meat also has been made recently in an article in the Journal of the American Medical Association, and in a number of newspapers.

### TRADE GLEANINGS.

The Sabine Packing Co., Orange, Tex., has started construction on an additional smokehouse, storage room and office.

The Standard Provision Co., Chicago, Ill., will enlarge its plant and will engage in the manufacture of sausage.

The Uncle Jerry Sausage Co., Chicago, Ill., has been incorporated to engage in the manufacture of sausage, pork products and canned meats. The location of the business will be at 3707 Wentworth Ave. Green Johnson, Joseph Landry, Hosea Thompson, Julian Wools and Benzie Weston are named as the incorporators.

Murray & Son will erect a packing house and cold storage plant in Ostego, Mich.

A part of the plant of the Highland Brewing Co., Highland, Ill., will operate this summer as a meat packing plant, according to an announcement by Eugene Schott, owner of the firm. A company to operate the meat plant is now being organized in which Edward Deimling, former sheriff of Madison County and now engaged in the live stock business, is actively interested.

A building permit has been issued in National City, Calif., for the construction of a concrete packing house for Kuhlken and Vanderberg. The plant will be located at 517 West Twenty-fourth St.

The Armory Cotton Oil Co. has been organized at Armory, Miss. The plant has been constructed and the machinery purchased. L. E. Puckett is president.

The business of the Anderson Cotton Oil Co., Anderson, S. C., has been acquired by Robert K. Livingston, New York City, and F. P. Adams, Seneca, S. C.

The Brown Co., Berlin, N. H., has begun the manufacture of shortening from peanut oil.

The plant of the Carstens Packing Co., Seattle, Wash., was damaged by fire recently. The blaze originated in a produce plant next door and broke through into the meat storage room. The loss to the packing plant is estimated at about \$3,000.

A cold storage plant to cost \$200,000 is to be erected in Watsonville, Calif.

The Sarasota Cold Storage Co., Sarasota, Fla., has been incorporated with a capital stock of \$100,000. It is planned to erect a cold storage and refrigerating plant with a cubic capacity of 240,000 feet.

The Banfield Bros. Packing Co. is making plans to erect a packing plant in Enid, Okla.

The Travis Cotton Seed Products Co., Taylor, Tex., will erect a new building to cost \$15,000.

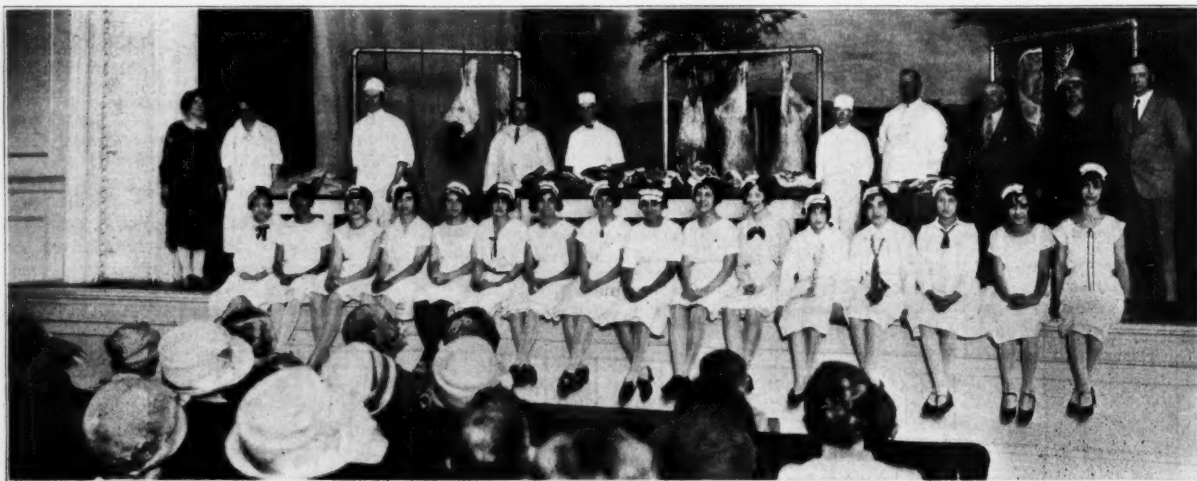
### CANNED MEAT EXPORTS.

Domestic exports of canned meats from the United States during April, according to the Bureau of Foreign and Domestic Commerce, were as follows:

Beef .....	314,302 lbs.
Pork .....	772,406 lbs.
Sausage .....	324,753 lbs.
Other canned meats .....	338,445 lbs.
Total .....	1,749,906 lbs.

### DANISH BACON EXPORTS.

Danish exports of bacon for the week ended May 30, 1927, amounted to 4,791 metric tons, 4,790 tons of which went to England, according to cable advices to the United States Department of Commerce.



MEAT CUTTING DEMONSTRATION AT NEW ORLEANS SHOWS HOUSEWIFE HOW TO USE CHEAPER MEAT CUTS.

In order to educate the housewife of the South on the value of meat in the diet and the proper way to cut and handle it, a meat cutting demonstration was held in New Orleans, La., on April 26. This was participated in by L. A. Frey & Sons Co., leading New Orleans packers, assisted by the New Orleans Federation of Clubs. It was held in the Delgado Trades School and was widely attended.

The use of the lesser-known cuts of meats, which may be purchased more cheaply, was urged at the meeting. It was explained that a greater use of these cuts would tend to balance up demand and not concentrate the biggest demand on a few cuts.

A feature of the demonstration was the fact that the cattle used were strictly Louisiana bred and fed, and the hogs used were also Louisiana produced. The livestock for the demonstration was donated by the commission merchants comprising the New Orleans Live Stock Exchange.

## SWENSON EVAPORATORS-

*The Recognized Standard  
for Animal By-Product Liquors*

Swenson Evaporator Company (Subsidiary of Whiting Corporation) HARVEY, ILL. (Chicago Suburb)

Our Experiment Station at Ann Arbor is equipped to make tests on a commercial scale (under the direction of Prof. W. L. Badger) on a problem

evaporation, crystallization, heat transfer, etc., at



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PAUL I. ALDRICH, Vice-President.

OSCAR H. CILLIS, Sec. and Treas.

PAUL I. ALDRICH, Editor and Manager

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Old Colony Bldg., 407 So. Dearborn St.  
CHICAGO, ILL.

Telephone Wabash 0742, 0743, 3751.  
Cable Address "Sampan," Chicago.

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we cannot recognize any notice to discon-  
tinue except by letter.

## TERMS OF SUBSCRIPTION INVARIABLY IN ADVANCE, POSTAGE PREPAID.

United States.....	\$3.00
Canada .....	4.00
All Foreign Countries in the Postal Union, per year.....	5.00
Single or Extra Copies, each.....	.10
Back Numbers, each.....	.25

## Truth About Direct Buying

A great deal of fuss is made about pack-  
ers buying hogs in the country. Most of  
the outcry comes from livestock commis-  
sion men who lose their fee on hogs sold  
away from the central markets.

A resolution was drawn up by the com-  
mission men at their recent annual meet-  
ing urging Congress to enact legislation  
to prohibit country buying, and charging  
that the recent break in hoof prices was  
attributable to this practice on the part of  
the packers.

As a matter of fact the break in price has  
been due to an overloaded product market,  
and to heavy runs of hogs at all market  
centers. *The very situation the commission  
men have been pleading for has been a heavy  
contributor to the decline in live prices.*

The present large central markets grew  
out of country buying. It is the oldest  
method of acquiring livestock for slaugh-  
ter. Ever since the establishment of the  
central market there has been some direct  
buying, and it has acted as a nice balance  
against central market charges and prac-  
tices. It is a competitor of the central

market, serving to keep practices there on  
a proper basis.

Country buying is not an economical  
practice for the packer. He assumes prac-  
tically most of the risk and the cost that  
otherwise is charged to the producer. It  
is only when he can secure the number  
and quality of hogs needed to greater  
advantage in the country that he can  
afford to take the risks.

The net return to the producer is inva-  
riably greater than when he takes the  
deductions for losses from crippled and  
dead hogs in transit, freight and switching  
charges, yardage, commission fees, feed-  
ing, etc., which are ever-present when  
hogs are shipped to the central markets.

Every head of livestock bought in the  
country reduces the supply at market by  
just that many. At the same time the  
packer need of raw material is reduced  
exactly to the extent that buys are made  
in the country.

Reduction in the central market demand  
is accompanied by a parallel reduction in  
supply. There is relatively as much  
competition for the fewer hogs as there  
would be for an increased number, and  
the psychological influence of heavy hog  
supplies is not present to have a depress-  
ing effect on trade ideas.

The principal loser is the commission  
man, whose business is reduced accord-  
ingly.

The recent drop in hoof prices is an  
example of what happens when there are  
large supplies of hogs on the markets.  
Immediately buyers' ideas of price begin  
to weaken. Even though all the hogs can  
be absorbed, no one is scrambling to get  
his supply, for everyone knows that there  
are enough for all. No occasion arises to  
go to the country to buy under such con-  
ditions.

There is little question but that the pro-  
ducer has fared better in the price he re-  
ceived for hogs during the past two and  
one-half years than had he been forced  
to ship every hog to a central market.  
The supply then would have been visible,  
and every packer would have known there  
was plenty for all.

Aside from the advantage of being able  
to buy hogs when and in the quantity  
needed, it is a question whether packers  
have really profited by their practice of  
country buying.

Whether they have or not, it would  
seem that they should have the right to  
buy their hogs when and where wanted,  
provided the producer was given a  
"square deal." Surely not even the bit-  
terest opponent of country buying could  
say that producers were dissatisfied with

the prices they have received for hogs  
during the past thirty months.

No one blames the commission man for  
struggling to maintain his position. When  
the cycle of buying swings in the market  
direction he is at the peak of prosperity.  
When country buying increases, times are  
not so good for him. Like the packer,  
there are periods when he is the victim  
of economic conditions. The misfortune  
is that he feels he must seek legislation to  
enforce and insure his prosperity, at the  
same time casting serious reflection on  
packer buying practices for the purpose  
of achieving his end.

## Stir Up the New Ideas

In every packing plant and among pack-  
inghouse men there is a host of good ideas  
lying dormant which, if they could be  
resurrected and put to practical use, would  
mightily increase the efficiency of the in-  
dustry.

Ideas are not confined to the manage-  
ment and to the heads of departments.  
Fortunately no one has a monopoly on  
brains. Few men, even the most humble  
of laborers, can do their tasks day after  
day without giving some thought to them,  
and they cannot give thought to their  
work without forming ideas and opinions  
concerning it, how it is done and how it  
might be done better, quicker or more  
economically.

Good management will encourage work-  
ers to think and to make suggestions, and  
it will see to it that each one who makes  
a suggestion good enough to be put into  
practice is rewarded amply.

In this connection the suggestion box  
has been found worth while. Many work-  
ers hesitate to express their ideas verbally,  
either through shyness, because they do  
not want to appear presumptuous, or in  
fear that others will take the credit for  
the idea from them and they will gain  
nothing.

One or more suggestion boxes in each  
of the departments, so arranged that they  
can be opened only by those in charge,  
and accompanied by printed invitations to  
the workers to write out their ideas and  
suggestions, have been found valuable in  
many industries as a means of bringing  
out worth-while ideas that otherwise prob-  
ably never would have come to the atten-  
tion of the management.

Many packers do this systematically, as  
has been proved in the annual idea con-  
tests conducted by the Institute of Ameri-  
can Meat Packers, which have brought  
forth many good ideas from employees of  
members. What they have done can be  
done elsewhere just as readily and with as  
profitable results.

# PRACTICAL POINTS FOR THE TRADE

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## Curing Foreman to Blame?

Proper temperatures and quick chilling are generally regarded as highly desirable in the hog coolers, on the cutting floors and in the curing cellars.

One curing foreman wants to know if good results can be guaranteed if temperatures are high. He says:

Editor The National Provisioner:

Our slaughtered hogs come off the killing floor directly into the cooler. They remain there very often only from 16 to 20 hours, and when they are taken out the temperature of this cooler is still between 40 and 50 degs. The hogs are taken to the cutting floor from this cooler.

The little hams, 6 to 11 lbs., go to the curing cellar the same day for further cooling and pickling. Some stay in the cutting room at 42 to 48 degs., being held there to be sold green. They are tied one by one and laid.

The hams, weighing 12 lbs. and over, which are for boning purposes, are laid aside and kept in the cutting room, not only tied together but very often on a truck piled up 3 and 4 high, to be boned 24 to 50 hours later.

The boning takes place in a warm place, and it takes 4 to 5 hours before they go to the curing cellar.

Does not this kind of handling of the hog in the cooler and in the cutting room cause loss from sour hams. These sometimes show up after curing in a curing cellar of 34 to 38 degs.

Can the curing foreman be expected to guarantee good results under such conditions?

Proper temperatures and quick chilling are highly important in hog coolers in order to secure best results on cutting floor and in curing cellars.

The inquirer asks if good results can be guaranteed if temperatures are high. This would depend in a large measure on how the product is handled.

The product would cure more rapidly in higher temperatures, but there is an element of danger in curing under the most favorable conditions. Bad results may be expected if temperatures are high enough to cause the pickle to sour or become rosy. To neglect overhauling more frequently might prove disastrous.

The inquirer says that his light average hams go to the curing cellar from the cutting floor for further cooling or curing, some staying in the cutting room at a temperature of 42 to 48 degs., being held there to be sold green.

Special care and attention should be given to any portion of these hams that are unsold. If the product remains in these high temperatures it should be hung up so as not to touch, and should be carefully rubbed with salt before placing in pickle. The light average hams should be cured in a separate container, so a close check on the curing process may be kept.

Hams weighing 12 lbs. and over, selected for boning purposes, the inquirer says, are kept in the cutting room, not only tied together but very often placed on a truck piled up 3 or 4 high, to be boned 24 to 50 hours later.

Good results could hardly be expected under such treatment. Hams should not remain in warm temperatures in the cutting room, but should be delivered direct to curing cellar and not even allowed to remain piled 3 or 4 high in cooler temperature. As soon as properly chilled

they should immediately be placed in curing vats.

## To Get Rid of Flies

Next to rats and roaches, the principal annoyance of the average meat plant is flies. Screening is fairly effective, but is expensive and in some cases impractical.

A Pacific Coast superintendent has a method both simple and effective, as operated by him and those who have followed his advice. It is the burning of a sulphur and sawdust combination each day after work is finished in each department. This kills both flies and eggs, and soon rids the plant of the trouble. It is permitted by health authorities, as it does not damage product.

George C. Huber, superintendent of the Associated Meat Co., Los Angeles, a well-known packinghouse operating man, who conducts a model plant, says:

"Take two tablespoons of sulphur to a half gallon of sawdust and burn the combination in iron pots in any department where you have flies. Do this after shutting down for the day, and the effects soon disappear. This surely kills the eggs and rids the place of flies. We use no screens or fly traps anywhere in our plant, and we never have any flies. The method is permitted by our inspection authorities."

## Curing S. P. Meats

More money is lost in poor curing than in almost any other line of meat manufacturing.

Too many curers operate on the "by guess and by gosh" plan—and then wonder what's the matter with their meats!

In the old days the best curing formulas were kept under lock and key, and there was supposed to be some mysterious power in them.

Today the best curers all know the best methods, and there are no secret formulas. The secret is in the intelligent use of standard formulas.

Standard formulas and full directions for curing sweet pickle meats have been published by THE NATIONAL PROVISIONER. Subscribers can obtain copies by sending in the following coupon, accompanied by 2-cent stamp:

The National Provisioner:

Old Colony Bldg., Chicago, Ill.

Please send me copy of formula and directions for "Curing S. P. Meats."

Name .....

Street .....

City .....

## S. P. Ham Fat in Lard

A subscriber in the East asks if good lard may be made from S. P. ham fat. He says:

Editor The National Provisioner:

Will you kindly advise if there is any way that S. P. ham fat can be rendered out to make good lard? I have rendered some, but it seems to be oily and will not harden.

Please advise what I shall do to overcome this.

The inquirer's experience in rendering out S. P. ham fat to make lard has been unsatisfactory, as the product comes out oily and will not harden.

It is not practical to make lard out of S. P. ham fat exclusively. Some packers, however, do use a certain percentage of this product—around 10 per cent—mixed with other fresh fats to make certain brands of lard.

The inquirer does not state his method of rendering, but it is assumed the lard is cooked in open kettles. This being the case, the S. P. ham fat should be thoroughly washed before using.

A better practice would be to soak the fat overnight in ice water. This would draw out the salt and destroy the high flavor, which would predominate if the fat was not thoroughly washed and soaked. Then the fat is put in the tank, and when the water comes to boiling temperature it is drained off immediately.

It is suggested that the inquirer use 5 per cent lard stearine for hardening purposes.

## Lard Bleaching Agents

The following inquiry concerning the refining of lard has been received from a packer in Great Britain:

Editor The National Provisioner:

We have just installed a lard refining plant. Up until a week or two ago we have been using a German fuller's earth, but we have reason to believe that this earth is not pure, but has some chemical added to it.

This bleaching agent, whatever it contains, gave us better results than anything we have got from English clay, and we have learned that what is commonly known as "chemicalized clay" is often used with good results.

Owing to some little difference that has arisen between us and the supplier of this bleaching agent we are not now able to obtain supplies. We shall, therefore, appreciate exceedingly any information you can give us as to the nature of the chemical that is added to the clay which gives this improved result.

In order to give the inquirer satisfactory information as to the nature of the chemical which he believes is added to the clay to give improved results, it would be necessary to analyze a sample of the clay.

Fuller's earth varies. Nobody seems to know definitely why some earths are better than others. Probably this particular German earth is better than the English earth the inquirer has been using, although English earth is supposed to be among the best.

Various acid-washed clays are now common, owing to their superiority to fuller's earth as a bleaching medium. An improvement on either the clay or fuller's earth are the new bleaching carbons now being developed, which process has already been discussed in an article in THE NATIONAL PROVISIONER of May 7, 1927.

## Trouble with Bologna

A sausage maker is having trouble with his sausage "blowing up" in the smokehouse. He thinks it is due to his method of handling his bullmeat and asks for instructions. He says:

Editor The National Provisioner:

We have had some trouble with smokes and bologna blowing up in the smokehouse and breaking, also some do the same in cooking. The smokehouse and cooking vat are not our trouble, as we have checked them.

We are chopping hot bulls and most likely are carrying them too long. We would like to know how long you can carry the chopped hot bullmeat.

We would also like the emulsion method explained to us thoroughly, and also how long we can carry it after being chopped.

Our bull and cutter cow supply is not regular.

If gassy meat would not cause smokes and bologna to blow up and break, please tell us the cause.

The inquirer has had some trouble in smoking bologna, claiming the product becomes swollen in the smokehouse, which causes considerable breakage.

This condition is unusual in cooked products.

As a close check is kept of smokehouse and cook room operations, the trouble would not seem to emanate from there.

The inquirer further states he is chopping hot bull meat, and admits that most likely it is being carried too long. However, the length of time the meat is carried is not given; this is a very important factor.

It would seem that the bull meat had been carried too long and had become gassy, causing the product to expand when subjected to heat. This, of course, results in a waste of product and casing.

Detailed instructions on the "Handling of Bull Meat" have appeared in THE NATIONAL PROVISIONER, and will be furnished subscribers upon request. These directions, if followed to the letter, should eliminate the inquirer's trouble.

## Color in Frankfurts

When sausage is dipped in color, how can this color be made to hold? Southern sausage-maker has been trouble with color. He says:

Editor The National Provisioner:

We have been having considerable trouble with the color of our wieners and frankfurt sausage, and are anxious to find out the fault.

We have been using different colorings, but find the same trouble with all of them. That is, the coloring does not hold, and seems to go through the casing, penetrating into the meat. Whether it is the way we dip our sausage or boil them, or what it is we are unable to determine, and would like to know what you think about it.

It is noted that the inquirer has used different coloring, but with the same results—that it seems to go through the casing, penetrating into the meat. It is presumed he used certified color, and took no chances on any product which does not have the approval of the U. S. meat inspection authorities.

It might be that the inquirer is using too much color in the cooking water, making it strong enough to penetrate the casing and color the meat. This is usually the result of carelessness.

Certified casing color should be handled systematically, the same as a meat formula, so as to always produce a uniform color. If it is overdone the color is too high—and, as in this case, may penetrate

the meat—while if a limited amount is used the product will have the appearance of a good natural meat smoke color.

### Results Without Use of Color.

The bright red color desired in wieners may be secured in a number of ways without the use of casing color. One method is to use a goodly quantity of Spanish paprika, which is practically flavorless, and which lends a very attractive color to the product.

Some sausage makers have had good results from a color standpoint by using sodium NITRITE instead of sodium NITRATE or potassium nitrate. However, this NITRITE should be experimented with on a small batch of meats before an attempt is made to use it in a large way.

It is ten times as powerful as either saltpeter or sodium nitrate. Not more than ¼ oz. of sodium NITRITE should be used to each 100 lbs. of meat. When this material is used in the curing formula it takes the place of saltpeter or nitrate of soda. **None of the latter should be used in the same batch with the nitrite.**

## Yellow Fat in Beef

A subscriber in the Middle West is having trouble with discoloration in his beef. He says:

Editor The National Provisioner:

What causes the yellowish color in so much beef? Is this not an indication of poor quality?

Is there any time of the year when beef is found more off color than at other times?

A yellowish color in the fat of beef is usually an indication of inferior quality, or poor feed. It appears chiefly in cow beef, where the yellow fat shows up especially on the surface of the carcass.

Color of this fat is said to vary somewhat according to the quality and nature of the feed; that is, whether the animal is grass fed or grain fed. You should not find a yellowish color in the fat of good quality beef.

The color would naturally vary at different times of the year, depending on the

## Frankfurt Costs

Are your frankfurts making money for you?

The only way to know is to make frequent tests. Cost of materials is likely to change overnight, and will cause a lot of trouble if you don't know at all times just what it costs you to make them.

THE NATIONAL PROVISIONER'S Revised Sausage Test Card will help you in your figuring. Send for a supply on the coupon below:

The National Provisioner,  
Old Colony Bldg., Chicago.

Please send me ..... Sausage Test Cards. I want to keep posted on my frankfurt costs.

Name .....  
Street .....  
City ..... State.....

Single copies, 2c; 25 or more, 1c each; quantities at cost.

## Brands & Trade Marks

In this column from week to week will be published trade-mark applications of interest to readers of THE NATIONAL PROVISIONER which are pending in the United States Patent Office.

Those under the head of "Trade Mark Applications" have been published for opposition, and will be registered at an early date unless opposition is filed promptly by parties interested in preventing such registration.

Those under the head of "Trade Marks Granted" have been registered, and are now the property of the applicants.

### TRADE MARK APPLICATIONS.

**Chamberlain and Company, Incorporated**, Boston, Mass. For Corned beef packed in bulk in barrels. Trade Mark: STERLING. Application serial No. 213,427. Claims use since Jan. 1, 1895.

**Louis Burk, Inc.**, Philadelphia, Pa. Trade Mark: BURKSBOCK. For sausage. Application serial No. 245,420. Claims use since Feb. 1, 1916.

**Carl A. Weitz**, Somerville, Mass. For frankfurts, weiner-style sausage, link sausage, pork sausage, liver-style sausage, bologna sausage, Polish sausage, blood sausage, luncheon meat loaf, minced meat loaf, boiled and baked ham and pressed



ham. Trade Mark: A large circle ringed with heavy black. Inside the circle are the words WEITZ FOOD PRODUCTS—"Taste the Flavor." Application serial No. 243,571. Claims use since Feb. 1, 1925.

**Kingan & Co.**, Indianapolis, Ind. For smoked and cured meats, particularly sugar-cured hams and picnics. Trade Mark: CIRCLE K. Application serial No. 230,673. Claims use since Feb. 26, 1926.

### PACKING PLANT SAFETY DRIVE.

The St. Paul plant was the winner in the recent "no-accident" campaign conducted among all the plants of Armour and Company. This plant, with 1,369 employees, had only 13 accidents in the two weeks of the campaign, giving it a percentage of .949.

Second place went to Kansas City, with a percentage of 1.78. St. Louis, with a percentage of 2.22, was third, followed closely by St. Joseph, with 2.39; Chicago with 2.59; and Sioux City, with 2.75. The last three places went to Ft. Worth, with 4.06; Oklahoma City, with 6.66; and Omaha, with 7.17.

A great deal of interest was shown in this campaign, and lasting benefits are expected from it. Kansas City was the winner of the last two of these Armour plant contests.



# Meat Retailing

By A. C. SCHUEREN

## For Better Meat Distribution—

"Meat Retailing" in the hands of the Salesman calling on meat retailers is a sales manual which will make the Packers' Salesman an ambassador for better and more profitable retailing.

Over 850 pages—163 illustrations—235 meat pricing charts — 60 useful tables.

For sale by

**The National Provisioner**

Old Colony Bldg., Chicago, Ill.

Price \$7.00, postage extra



### HAM AND BACON CAMPAIGN.

(Continued from page 26.)

—a medium which the average dealer ordinarily could not afford to use at all, but which he can use under this plan. Furthermore, the impressiveness of the two pages gives the dealer more for his money than he could expect even though he could afford to use a large city paper.

The same plan is contemplated for the smaller city papers, with the difference that no more than the regular allotted space will be used by the industry, and dealers will be urged to run their advertisement on the same page with or opposite to the industry's advertisement.

This Dealer-Industry co-operative advertising is planned for two insertions during the life of the campaign.

The second advertisement in the large cities, appearing probably at the start of the whole and half ham phase of the campaign, will be one, instead of two pages, and the industry and dealer space will be combined with the dealers' names listed. This advertisement will state that the dealers who are listed have agreed to give special values in whole or half hams for one week.

#### Summary of the Campaign.

To review the campaign, the following significant facts are presented:

(A) The force of practically an entire industry will be put behind a big, united drive to merchandise two products. Thousands of retailers and fifteen thousand salesmen of the packing industry will be directly affected.

(B) Two hundred thousand retail outlets for meat will be assisted directly and repeatedly by a volume and variety of aids which conservative advertising experts re-

gard as remarkable in quantity and frequency.

(C) The newspaper cities within their corporate limits provide an audience of 35,063,506 people, or 7,792,654 families.

The total newspaper circulation in the 129 cities equals 6,885,101, not including suburban or country circulation.

The city coverage of the newspapers on the proposed list is 95 per cent.

#### Will Benefit the Whole Country.

Since the circulation is in the main cities of the country, and since it is built especially strong in the metropolitan centers, it is probably fair to assume that the advantages which the campaign gains in these cities would radiate and benefit scores of smaller, yet important, communities.

To summarize, the newspaper campaign alone sends out 82,177,056 messages.

When, in addition, we consider the millions of consumer impressions to be obtained from the 24,701,000 pieces of dealer and salesman material, we begin to get some idea of the magnitude of this campaign and the force it may be expected to exert in behalf of ham and bacon.

#### Must Get Quick Action.

Most associations, when acting for the benefit of an entire industry, are accustomed to a slow, long pull. They depend for their effect on a leisurely process of building.

There is no room for this method in the meat industry if large quantities of hams and bacon are to be merchandised this summer. All action must be co-ordinated for getting under way immediately.

The plan as outlined here throws a real responsibility upon the packers' salesmen,

and requires full co-operation from dealers. It is no off-hand task to put up—not simply to "deliver"—store displays in so many units staggered through a period of eight or nine weeks. But if it is faithfully carried out, the very numbers of these dealer-plus-consumer impressions are bound to count.

Of course there will be duplication. And no salesman can always be first on the ground. But this duplication is not lost in the total effect. It will itself bring home to both dealer and salesmen the breadth and thoroughness of the effort.

#### What Retailer Does and Gets.

Another point is this: it is true that the plan asks the dealer to give a great deal of co-operation. He is asked to feature the product—his own product, the live stock producer's product, the packer's product—on the windows, walls, and counters of his shop.

But on the other hand, packers are doing a good deal for him. The newspaper campaign, considering its seasonal character, is large enough to be both effective and impressive, and any reasonable dealer is bound to appreciate it. He is sure to feel the direct effects. He will feel much better about distributing recipe leaflets and putting up streamers.

And last but not least—if the plan can be made to include the local community signature of "The Meat Trade of \_\_\_\_\_" a touch of ownership and a touch of dignity can be added without interference with the primary purpose of sales, and sales immediately. Moreover, stimulation of the demand for meat is beneficial to all factors in the industry—retailers as well as producers and packers.

#### Previous to the Campaign.

A calendar of the preliminary organization before the first advertisement appears on July 7 is as follows:

- June 13—"Ham Campaign News" (newspaper) mailed to members for advance news and information on the campaign.
- June 14—Detailed plan for allotment and local distribution of store material mailed to regional and city chairmen of the Institute of American Meat Packers.
- June 17—Regional Chairmen and City Chairmen hold meetings to arrange material, and to arrange Mass Meetings for dealers and salesmen on the evening of June 28th.

Release of co-operative Dealer-Industry folder to newspapers. Newspapers to arrange to sell dealers tie-up and collect dealer money for two-page spread to appear about July 22.

- June 18—Each packer holds meeting of his own salesmen.
- June 21—Mail "Rough Outs" or prospectus of campaign to packers for salesmen.
- June 25—"Rough Outs" are distributed to packers' salesmen by their sales managers at sales meetings. Trade paper Advertising begins.
- June 28—Mass-meeting of dealers (approximately 120 cities) with salesmen present. At these meetings, the following material is distributed:

1. Issue of Broadside.
2. Issue of "Ham Campaign News" (Newspaper) Dealer Edition.

3. Proofs of First Newspaper Advertisement.

Broadside sent to Regional Chairmen, City Chairmen and Packers throughout the country for distribution to salesmen on July 2nd.

- Week June 28 to July 7—Salesmen redouble efforts to make sure dealers have adequate stocks of hams and bacon.

# A Page for the Packer Salesman

## Must Know Your Product

### This Salesman Kept a Customer Because He Knew Goods

Here is the story of a packer salesman who retained a customer because he knew his product thoroughly and was able to prove that he did.

A competitor—who did not know his goods—told a customer that the first man had misrepresented his line, and that he was "putting something over." Because the first man was familiar with his product he was able to prove to his customer that he had not misrepresented his product, thus saving a valuable customer and keeping his good will.

The ignorant salesman was told not to return, and so lost out all around.

Read what this salesman says:

Editor THE NATIONAL PROVISIONER:

Recently I had an experience that demonstrated the need of a salesman knowing his product thoroughly.

I had been selling dried beef outside sliced in 5-lb. boxes to a certain customer, when one day a new competitor came along and told him I was selling him half insides and half outsides. He said the close-grained end of the slice was insides.

This customer was a man who wanted what he bought and did not want to be fooled, so the next time I came along he was "hopping mad" because he thought I had been misrepresenting my product. After he had had his say, I explained the difference to him.

#### Proving it to Customer.

Then I went up the street to retailer friend and borrowed a dried beef inside and a dried beef outside and brought them back with me. I showed him the difference between the two and proved that I had never misrepresented my line to him.

The next time this competitor called on this man he was told that, because he did not know his products, it would be useless for him to call any more.

He lost out because he did not know his products, and I kept a customer because I showed him I knew what I was selling.

Yours truly,

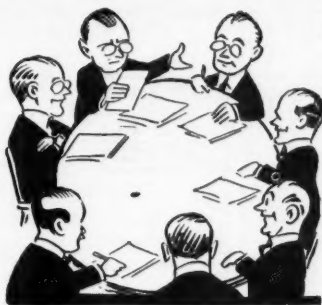
PACKER SALESMAN.

## NEW PLAN FOR PHONE SALES.

The "Key town" telephone sales plan is the name of a new idea which will assist sales representatives of business houses to use long distance service more economically and conveniently for a quick and intensive coverage of sales territories.

As the name implies, certain strategically important market centers in every state adaptable to the widest range of telephone selling activity, become key towns. From these towns telephone solicitation of customers located in the surrounding area is more economical on the basis of average cost of calls than from any other calling point.

One aspect of the plan which will be of



NOW'S THE TIME TO GET TOGETHER!

interest to executives is an arrangement whereby credit may be extended to sales representatives of firms adopting the plan in their sales programs. This convenience will eliminate the necessity of requesting the representatives to obtain vouchers of their long distance charges for checking purposes, as well as for their carrying sums of cash for telephone expense.

Because salesmen usually find it necessary to put through a number of toll calls at certain intervals, sequence toll service is highly suitable for work of this kind. A special multi-copy sequence toll call form has been designed especially for use in connection with the credit plan. This facilitates the listing of calls desired and provides a checking copy for the salesman.

Upon completion or other disposition of the toll calls the salesman approves the checking copy to indicate that the service as represented has been received. Then the bill is rendered, with the checking copy attached, to his firm's headquarters by the telephone office at which the salesman made the calls.

The "Key town" plan of telephone selling together with the certified copy of sequence toll call lists as a basis for billing have been found advantageous by many firms who find in telephone selling a modern aid to some of the present problems of distribution.

## PERMANENT PROSPECTS.

A customer is a permanent prospect.

We are all too prone to concentrate our efforts upon a new prospect and in doing so completely forget and neglect the permanent one.

If a buyer is to remain a permanent prospect, he must be given constant attention, the fairest prices, and the best quality of goods.

If a dealer ceases to be thought of as "our" customer, but, instead, as a permanent prospect, and is treated accordingly, then the relationship will be a long and happy one.

We are anxious to secure new customers because our product satisfies the most discriminating consumer. That is the source of profit to the merchant and to ourselves.

But we will never have new customers if, in order to obtain them, we must sacrifice our old customers, some of whom have given us their business steadily for many years.

And likewise, we want to remind our "permanent prospects" that this same principle applies to their own business.—*Old Hickory Smoke.*

## Points on Salesmanship

### Veteran Packer Salesman Gives Six Rules for Success

The more we can learn from the experiences of others, the fewer hard knocks we will have to take.

Experience is the greatest teacher—and also the strictest—and when we can "cash in" on experiences others have learned slowly and painfully we are just that much better off.

Here is a veteran packer salesman who gives six pointers for the younger men, based on his own experiences. He says:

Editor THE NATIONAL PROVISIONER:

It has been said repeatedly that experience is the best teacher. True it is that what we learn in the school of hard knocks is likely to stick with us all our lives, while that which is acquired easily and without much effort sometimes escapes us.

However, we can often get valuable hints and advice from those in our line who have had more experience than we. If we pay attention to these things we may save ourselves some bumps.

In the hope that it may be of some help to some younger salesman and perhaps make his way easier, I am offering the following six pointers which I have learned from many years spent in the business:

#### Six Good Tips for Salesman.

1. The packer salesman should not overload a customer. If he does, the meat will get moldy and stale and dissatisfy his trade.
2. The salesman should see to it that his customer keeps his goods well sold up.
3. I would rather ship a customer six days a week, if necessary, rather than one day if it would help him. Sweet and wholesome meat means repeat orders.
4. The salesman should not sell anything not in stock. It disappoints his customer.
5. The salesman must have the confidence and friendship of his customers and get them behind his goods. If he does this he will have an advertisement that money cannot buy.
6. *Friendship and confidence*, I find, are the keynotes of success.

Yours truly,

OLD TIME SALESMAN.

#### It Broke His Fall.

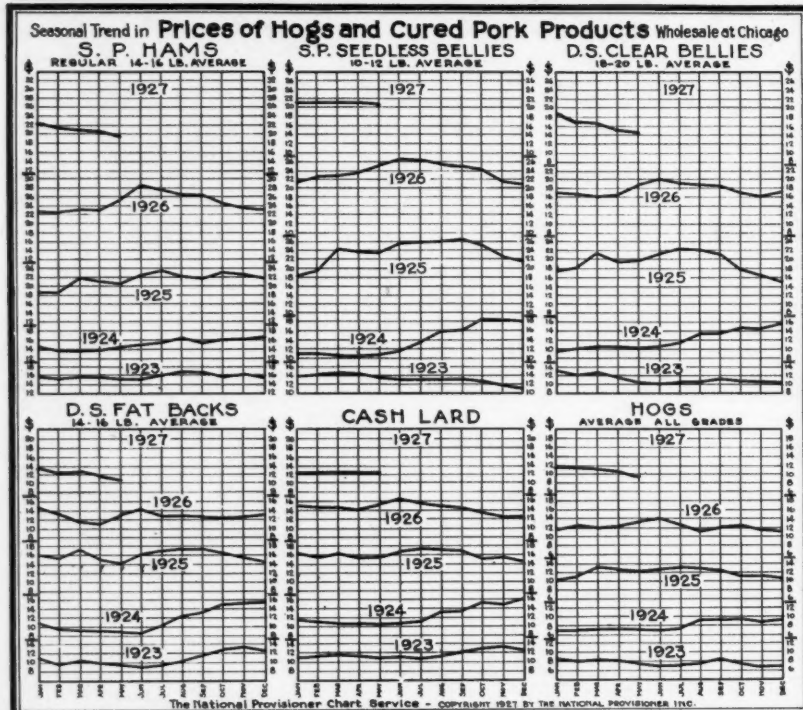
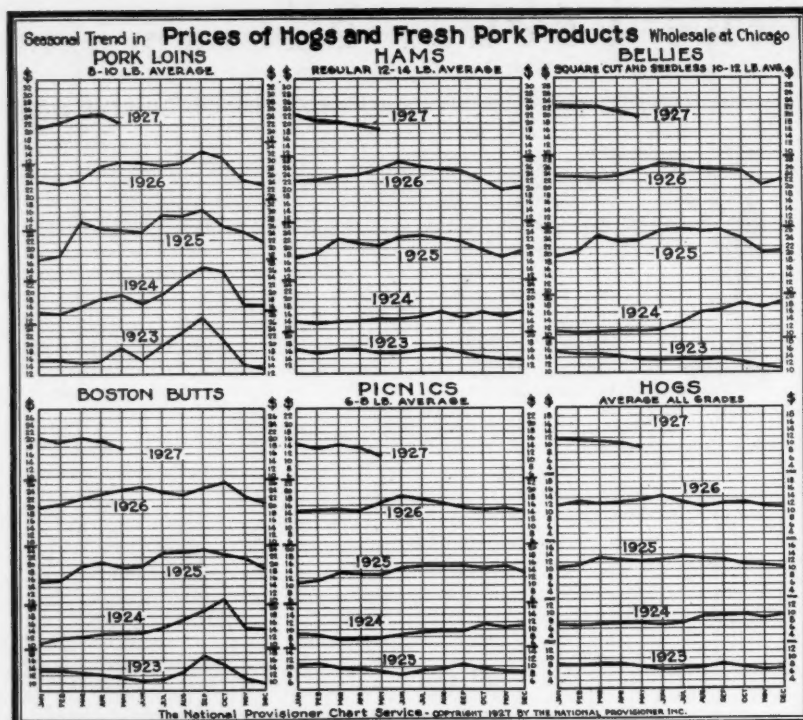
Mose, one of the best hod carriers on the job, lost his footing and fell to the street, four stories below. He struck the cement pavement on his head and went through to the basement.

When the foreman went downstairs expecting to find Mose in the land beyond, he met him coming up the steps.

"Great Scott, man, aren't you killed?"

"No," said Mose, dusting off his clothes, "I guess dat concrete pavement musta broke my fall."

What kind of beef carcasses are known as "spotters"? Ask "The Packer's Encyclopedia," the "blue book" of the meat packing industry.



These charts in THE NATIONAL PROVISIONER MARKET SERVICE series show the trends of prices of fresh and cured pork products and live hogs at Chicago for the first five months of 1927, compared with price trends of the four years previous.

In general the trend in prices of both fresh and cured product has been downward. In only one or two instances has the price held steady. Hog prices also have shown a downward trend which brings them more nearly in line with product prices.

#### Fresh Pork Products.

**Pork loins.**—An important factor in the depression in the fresh pork market has been the unsettled conditions in the South. On a declining

hog market the Eastern hog kill appeared to increase with sales of loins at price levels low enough to shut off trade, resulting in considerable accumulations. Western shipped loins were also a depressing factor on the Chicago market.

**Hams.**—Green hams have shown a steady decline in price since the first of the year. The lateness of the season, resulting in very little activity in the market on S. P. boiling hams, has

been responsible for the decline in heavy green hams. Increased production of the lighter averages and a slow domestic and export demand has resulted in an unsatisfactory market for the lighter averages.

**Bellies.**—The speculative market for this product has been decidedly reduced, due to selling pressure here and there coupled with increased production. Trading has been considerably less active than that of a year ago. This with the heavy kill of hogs at all packing centers has resulted in a plentiful supply of bellies at all points.

**Boston butts.**—This product has been in plentiful supply. However, trade has been active but with a downward trend in selling prices in sympathy with the decline in pork loins and other green commodities.

**Picnics.**—The decline in the price of green picnics was sharp during May. However, there was good buying by extensive trade interests. Large quantities of the medium and heavy averages have been converted into lean trimmings and sold to good advantage, resulting in light put-downs of cellar stocks.

#### Cured Pork Products.

**S. P. hams.**—Cured hams have shown a declining tendency and have worked irregularly lower in price, due to the rather limited domestic demand and the prospect of an interruption of export business attributable to the new regulations on curing materials. Consignments of the lighter averages were reduced to a minimum and foreign buyers have shown little inclination to purchase on c. i. f. terms. Another feature was the rapid decline in price and slow demand for boiling averages cured; this has had a depressing effect on the entire list.

**S. P. bellies.**—This product has not been active. Outside demand for straight cars of S. P. bellies has been rather limited. However, there is a broad distributive trade through smokehouse channels, all packers enjoying a good outlet for bacon. The early marketing of hogs resulting in the present excessive runs, has overshadowed the provision markets generally.

**D. S. bellies.**—Dry salt bellies were high in price compared with other commodities, and have been tumbling steadily since the first of the year. Due to flood conditions throughout the South demand was extremely light. The principal support of the market has been by packers doing emergency buying for their branch house trade. At times product appeared to be a better buy than live hogs.

**D. S. fat backs.**—Fat backs had declined to a very low price level—below tank value. With good domestic and export demand higher prices were evident for a time but the continued heavy receipts of hogs at all packing centers brought out free



# PROVISIONS AND LARD

## WEEKLY REVIEW

All articles under this head are quoted by the barrel except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

### Hogs under pressure—further low points—movement liberal—product distribution slow—exports better.

The provision situation continues to be very much mixed over the developments in the hog movement on one side and the possibilities of the high cost of feeding on the other. Hog prices were again under pressure owing to the large receipts and have been recently down to the lowest of the movement and about 5 cents per lb. under last year. The corn-hog ratio has moved further adversely to hog feeders and the situation shows an apparent loss of 15¢@20¢ per bushel in feeding operations on the basis of 11 bushels of corn to 100 lbs. of hog, as compared with 30¢@40¢ per bushel profit at times during the past two years.

#### Hog Receipts Large.

Hog receipts have continued large with the total the past week about 90,000 head over last year. Movement for the season shows an increase of about 600,000 head over last year at the leading points. A statement by the Bureau of Agricultural Economics points out that the increase in packing operations so far this season and the decrease in exports have resulted in an apparent increase in supplies of about 8½ per cent over last year.

The effect of the condition is reflecting in the comparative prices. With hogs 5¢ per lb. under last year, lard is nearly 5¢ under, and ribs about 6½¢ under. Other meats are selling from 13 to 20 per cent under last year due to the increased supply, decreased exports and inability of domestic market to absorb the increased product.

#### Corn Situation Uncertain.

The corn crop situation has caused offerings accompanied by lower price levels.

#### Lard and Hogs.

**Lard.**—The price of lard has held at practically the same level since the first of the year, showing stubborn resistance to any decline, and the market appears to be well liquidated. Although hog runs are heavy, the average weight of hogs is somewhat less. The increase in the price of corn has been a strengthening factor as it has encouraged considerable investment buying. There was heavy buying of lard by the foreign trade just previous to the sharp advance here and export clearances have been very liberal to replace stocks abroad.

**Hogs.**—Hoof prices have shared in the general decline, an average of more than 2¢ per pound being evident during the first five months of the year. Increased hog runs and increased stocks of product on hand naturally resulted in this situation. Indications are that a part of the increase in the hog runs is due to liquidation because of increased corn prices and the present unfavorable prospects for a large corn crop. The situation appears to be a somewhat uncertain one with packers showing more interest in reducing their stocks without loss than in buying hogs at the lower price levels.

considerable increase in speculative interest in the markets, although the actual volume of trading is still small. A good many have turned to the bullish side of the market on the theory that in the next few months the conditions will be considerably changed. This theory is based on the belief that the high price of feedstuffs will check the increasing tendency in livestock supplies even if it does not cause liquidation of supplies on hand at the expense of the supplies later.

It is figured that either or both of these conditions would mean a material change in the hog supply within the next year and while temporarily resulting in larger hog supplies than could be well cared for would bring about a deficiency later in the year which might cause a marked change in values. A difficulty with this theory is that the swing in the production of livestock is a slow one and it takes a considerable period of time to adjust the hog population to the demand.

Recently there has been a little increase in exports but the gain has not been very material. The total since the first of the year continues distinctly under last year and there appears to be no immediate indication of any broad widening of this demand. The competitive price of hog products abroad with the native home product and in lard the price of native lard and edible oils makes an extremely difficult export situation.

#### Shipments on Good Basis.

Shipments of product from Chicago have been on a fairly good basis recently, comparing very well with last year but the total for the season shows a distinct falling off. Chicago lard receipts have increased for the past eight months while shipments from Chicago have decreased, although packing there continues to gain. The packing for the summer season in Chicago has been 1,590,000 ahead against 1,330,000 last year. The packing operations are the largest this season since 1924.

Business conditions are somewhat spotty and this is reflected in certain ways in the demand for product. Through New England there has been a good deal of complaint from provision distributors partly due to local conditions. There is also a good many complaints from scattered sections of the country that business has fallen off and that this has reflected in a moderate demand for meats as well as fats. The general conditions, with car loadings well over 1,000,000 per week, do not indicate anything besides a seasonal change possibly accentuated by the very backward weather this season.

The weather conditions have been more or less world wide in the Northern Hemisphere. While crop conditions have been unsatisfactory in the United States and Canada they have also been unsatisfactory abroad and the recent reports indicate that the principal crops of Europe are from one to three weeks late. What effect the crop conditions as whole may have on business the coming year is quite a problem.

#### Good Grain Prices Indicated.

Fairly good prices for grains are indicated with prospects of a good wheat crop in the United States and moderate crops in Canada and Europe. Higher prices for corn and oats promise largely to offset the more moderate crop production, but the higher prices mean higher feeding expenses for all kinds of livestock.

Pastures and hay conditions appear good throughout the country excepting in dry sections of the Southwest from Central

Kansas southward. This may have considerable influence in offsetting the high grain feeding costs. Reports from the country tend rather strongly to indicate probabilities of a liberal movement of hogs for some weeks. The weights of the hogs so far are good and there is nothing in that factor to indicate that the country is selling unfinished hogs on account of the feeding question.

This condition will be watched very closely and if found that the average weights are running light it will have a good deal of influence on price sentiment. The average weight in Chicago last week was 244 lbs. against 244 lbs. the previous week, 255 lbs. last year, and 237 lbs. two years ago.

**PORK.**—The market was firm with a fair demand and with mess New York quoted at \$34; family, \$37@39; fat backs, \$25@30.

At Chicago mess was quoted at \$30.

**LARD.**—Demand was moderate, from the domestic trade and reported slow for export in the East, with prime western New York quoted at \$13.10@13.20; middle western, \$12.90@13.00; city, 12½¢; refined Continent, 13½¢; South America, 14½¢; Brazil kegs, 15½¢, and compound, 11½¢. At Chicago regular lard in round lots was quoted at 10¢ under July; loose lard 90 under July, and leaf lard 125 under July.

**BEEF.**—The market was firmly held in the East with demand fair owing to cool weather. At New York, mess was quoted at \$18@19; packet, \$18@19; family, \$19@21; Extra India mess, \$33@35; No. 1 canned corned beef, \$2.50; No. 2, \$4.25; 6 lbs., \$12.75; and pickled tongues, \$55@60, nominal.

SEE PAGE 45 FOR LATER MARKETS.

### SLAUGHTER REPORTS.

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending June 4, 1927.

#### CATTLE.

	Week ending June 4.	Prev. week.	Cor. week, 1926.
Chicago	25,017	34,642	31,009
Kansas City	24,030	25,035	23,989
Omaha	25,531	24,394	25,534
E. St. Louis	11,050	10,597	10,508
St. Joseph	10,088	10,912	9,466
Sioux City	11,810	10,333	8,175
Cudahy	913	1,196	824
Fort Worth	10,192	9,378	9,487
Philadelphia	1,784	2,042	2,289
Indianapolis	5,176	4,948	4,526
Boston	1,172	1,362	1,074
New York and Jersey City	9,734	10,504	9,614
Oklahoma City	5,096	4,821	5,472
Total	143,405	149,971	142,415

#### HOGS.

	Week ending June 4.	Prev. week.	Cor. week, 1926.
Chicago	118,500	152,900	95,800
Kansas City	40,322	39,521	40,085
Omaha	58,098	49,442	41,509
East St. Louis	53,011	55,431	30,711
St. Joseph	35,721	25,095	28,337
Sioux City	35,414	31,302	28,823
Cudahy	18,106	19,997	10,609
Fort Worth	7,092	4,710	4,094
Philadelphia	15,200	16,345	14,773
Indianapolis	35,917	40,214	24,322
Boston	14,004	11,968	15,889
New York and Jersey City	45,417	46,833	37,285
Oklahoma City	7,574	6,200	5,593
Total	490,575	499,940	387,100

#### SHEEP.

	Week ending June 4.	Prev. week.	Cor. week, 1926.
Chicago	39,420	41,485	48,156
Kansas City	20,987	128,341	30,874
Omaha	20,033	27,210	20,849
East St. Louis	14,357	12,556	10,467
St. Joseph	18,262	14,139	18,735
Sioux City	1,001	1,672	1,876
Cudahy	236	76	465
Fort Worth	5,322	9,974	22,892
Philadelphia	3,811	3,975	5,156
Indianapolis	1,023	1,323	881
Boston	4,777	3,806	4,327
New York and Jersey City	34,156	51,707	42,133
Oklahoma City	380	343	167
Total	172,774	196,757	206,918

## EUROPEAN PROVISION CABLES.

The market at Hamburg was firm, says Mr. J. E. Wrenn, American Trade Commissioner, Hamburg, Germany, in his weekly cable to the United States Department of Commerce. Receipts of lard for the week were 248 metric tons.

Arrivals of hogs at 20 of Germany's most important markets were 114,000, at a top Berlin price of 13.63 cents a pound, compared with 69,000, at 16.87 cents a pound, for the same week last year.

The Rotterdam market shows little alteration.

The market at Liverpool was unsatisfactory, with a poor demand for practically all provisions.

The total of pigs bought in Ireland for bacon curing was 20,000 for the week, compared with 21,000 for the same period last year.

The estimated slaughter of Danish hogs for the week ending June 3, 1927, was 88,000.

## HAMBURG.

Stocks.	Demand.	Prices
		Cents per lb.
Refined lard.....Med.	Med.	14.07@14.20
Fat backs.....Lt.	Poor	"
Frozen pork.....Med.	Poor	4.99@ 5.44
Extra oleo oil.....Med.	Poor	14.07@14.53
Extra oleo stock.....Med.	Poor	12.70@13.16

## ROTTERDAM.

Extra neutral lard.....Med.	Poor	14.83@15.11
Refined lard.....Med.	Poor	14.01@14.20
Extra oleo oil.....Med.	Poor	@14.01
Prime oleo oil.....Med.	Poor	12.38@12.74
Extra oleo stock.....Med.	Poor	12.56@13.01
Extra premier jus.....V.Hvy	Poor	@ 8.01

## LIVERPOOL.

Hams AC light.....Hvy.	Poor	22.13@22.57
Hams AC heavy.....Hvy.	Poor	"
Hams, long cut.....Med.	Poor	21.70@22.13
Cumberlands, light.....Lt.	Poor	19.53@19.96
Cumberlands, heavy.....Lt.	Poor	19.53@19.96
Square shoulders.....Lt.	Poor	13.89@14.76
Picnics.....Med.	Poor	16.06@18.23
Clear bellies.....Med.	Poor	18.01@18.66
Refined lard boxes.....Hvy.	Poor	@14.32

\*Not quoted. V Very.

## STOCKS AT LIVERPOOL, JUNE 1, 1927.

Bacon (Tons 2,240 lbs.).....	1,730
Hams (Tons 2,240 lbs.).....	779
Shoulders (Tons 2,240 lbs.).....	117
Lard, refined (Tons 2,240 lbs.).....	1,965
Lard, prime steam (tierces).....	856

## APRIL MEAT EXPORTS.

Domestic exports of specified classes of meats and meat products from the United States during April, 1927, are officially given as follows:

Beef, pickled or cured.....	1,588,462 lbs.
Pork, fresh.....	1,057,948 lbs.
Pork, cured.....	20,079,775 lbs.
Sausage.....	383,851 lbs.
Lard.....	67,345,060 lbs.
Lard compound.....	2,646,389 lbs.

## PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States during the week ending June 4, 1927, with comparisons, are reported by the U. S. Department of Commerce as follows:

	Jan. 1, 1927, to June 4, 1927.	Week ending June 4, 1927.	June 22, 1927.	May 28, 1927.	June 4, 1927.
	M lbs.	M lbs.	M lbs.	M lbs.	M lbs.
HAMS & SHOULDERS, INCLUDING WILTSHIRES.					
Total.....	1,040	1,905	1,908	48,068	34
To Belgium.....					41,911
United Kingdom.....					234
Other Europe.....					30
Cuba.....					2,977
Other countries.....					2,832

	Jan. 1, 1927, to June 4, 1927.	Week ending June 4, 1927.	June 22, 1927.	May 28, 1927.	June 4, 1927.
	M lbs.	M lbs.	M lbs.	M lbs.	M lbs.
BACON, INCLUDING CUMBERLAND.					
Total.....	1,246	3,879	1,872	46,363	2,397
To Germany.....					25,849
United Kingdom.....					7,821
Other Europe.....					7,574
Cuba.....					8
Other countries.....					2,732

	Jan. 1, 1927, to June 4, 1927.	Week ending June 4, 1927.	June 22, 1927.	May 28, 1927.	June 4, 1927.
	M lbs.	M lbs.	M lbs.	M lbs.	M lbs.
LARD.					
Total.....	17,075	11,189	12,282	300,128	28,702
To Germany.....					20,446
Netherlands.....					106,293
United Kingdom.....					1,641
Other Europe.....					23,521
Cuba.....					1,189
Other countries.....					37,202

	Jan. 1, 1927, to June 4, 1927.	Week ending June 4, 1927.	June 22, 1927.	May 28, 1927.	June 4, 1927.
	M lbs.	M lbs.	M lbs.	M lbs.	M lbs.
PICKLED PORK.					
Total.....	449	144	284	9,767	1,559
To U. Kingdom.....					204
Canada.....					181
Other countries.....					24

## TOTAL EXPORTS BY PORTS WEEK JUNE 4.

	Hams and shoulders, M lbs.	Bacon, M lbs.	Lard, M lbs.	Pickled pork, M lbs.
Total.....	1,940	1,246	17,075	449
Boston.....	167	1		9
Detroit.....	1,300	580	1,771	147
Port Huron.....	314	99	1,954	179
Key West.....	83	1	1,060	
New Orleans.....	47	5	2,219	114
New York.....	29	560	9,704	
Philadelphia.....			277	

## DESTINATION OF EXPORTS.

	Hams and shoulders, M lbs.	Bacon, M lbs.	Lard, M lbs.
Exported to:			
United Kingdom (total).....	1,730	1,061	
Liverpool.....	807	542	
London.....	345	215	
Manchester.....	65		
Glasgow.....	192	26	
Other United Kingdom.....	321	278	
Exported to:			
Germany (total).....	5,876		
Hamburg.....	5,700		
Other Germany.....	116		

## DANISH BACON EXPORTS.

A cablegram to the United States Department of Commerce from Copenhagen says: "Bacon exports from Denmark for the week ending June 4 were 4,800 metric tons, of which 4,797 metric tons went to England."

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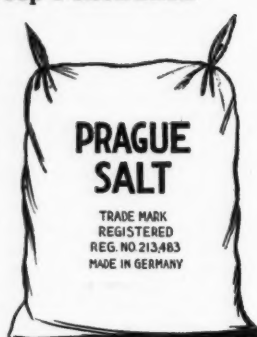
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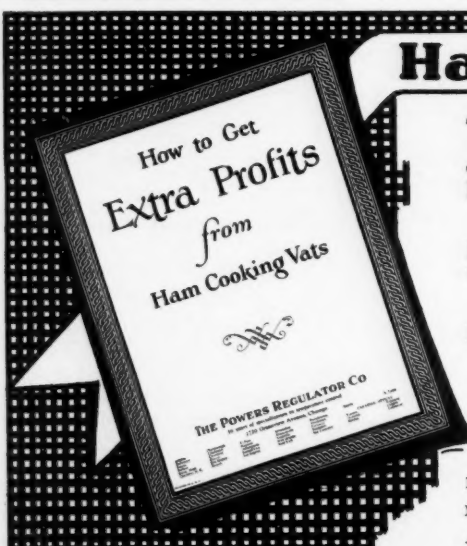
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# TALLOW, STEARINE, GREASE AND SOAP

## WEEKLY REVIEW

**TALLOW**—The market for tallow the past week has been quiet but very steady with some business in extra at New York on the basis of 7½¢ f.o.b. but with sellers generally asking ⅛¢ higher. Offerings were limited with consumers not inclined to follow bulges.

Steadiness in surrounding commodities served to make for firmness on the part of producers, while consumers were holding off as far as possible although the trade in general was looking for a steady tone for the immediate future. At New York, special loose was quoted, 7½¢; extra, 7½¢ asked; and edible, 8½¢.

At Chicago the market was quiet on tallow, with offerings limited, however, and edible quoted at 8½¢; fancy, 8¢; prime packer, 7½¢; No. 1, 7½¢; No. 2, 6½¢ @ 6½¢.

There was no auction at London on Wednesday June 8. At Liverpool, Australian tallow was unchanged to 2½¢ lower for the week, with fine quoted at 38s and good mixed at 35s.

**STEARINE**—The market was moderately active and in a firmer position, with some sales of oleo, New York, at 9½¢ steady with oleo quoted at 9½¢.

At Chicago, stearine was quiet and steady with oleo quoted at 9½¢.

**OLEO OIL**—The market was firmer with a fair inquiry and lighter offerings but actual business was small.

At New York prime was quoted at 13½¢; medium, 12½¢ @ 12½¢, and lower grades 10½¢ @ 11½¢.

At Chicago the market was rather quiet with extra quoted at 13½¢.

SEE PAGE 45 FOR LATER MARKETS.

**LARD OIL**—With demand quiet the market was about steady with edible, New York, quoted at 14½¢; extra winter, 12½¢; extra, 11½¢; extra No. 1, 11½¢; No. 1, 10½¢; and No. 2, 10¢.

**NEATSFOOT OIL**—Demand was limited to immediate requirements but the market was steady with pure New York quoted at 13½¢; extra, 11½¢; No. 1, 10½¢, and cold test, 17½¢.

**GREASES**—A little more inquiry appeared to be the future of the market this week and in some quarters sellers' ideas were ⅛¢ higher, influences somewhat by steadiness in tallow and other commodities. Consumers were slow in following upturns.

At New York yellow and choice house was quoted at 6¼¢ @ 6½¢; A white, 7¼¢; B white, 7¼¢ @ 7½¢, and choice white, 9½¢ @ 9½¢.

At Chicago the market on greases was very slow with no pressure of offerings, but buyers showing a disposition to look on. Inquiries for choice white grease both domestic and export were low. At Chicago choice white was quoted at 8½¢ @ 8½¢; A white, 7¼¢; B white, 7¼¢ @ 7½¢; tallow, 6½¢ @ 6½¢; brown, 6½¢ @ 6½¢.

### LARD AND GREASE EXPORTS.

Exports of lard from New York, June 1 to June 8, 9,592,329 lbs.; tallow, none; grease, 1,594,400 lbs.; stearine, 40,800 lbs.

*Carcass beef sells chiefly on its good looks. What ruins the looks of a carcass? How should the carcass "splitter" work to prevent this? Ask THE BLUE BOOK, the "Packer's Encyclopedia."*

### Packinghouse By-Products

Chicago, June 9, 1927.

#### Blood.

Little change reported in this market during the past week.

Unit Ammonia.

Ground and unground ..... \$4.10 @ 4.25

#### Digester Hog Tankage Materials.

This market is spotty with offerings still light. Bulk of high grade material is holding comparatively firm.

Unit Ammonia.

Ground, 11 to 12% ammonia ..... \$4.50 @ 4.60

Ground, 6 to 10% ammonia ..... 4.25 @ 4.75

Unground, 11 to 13% ammonia ..... 4.40 @ 4.50

Unground, 6 to 10% ammonia ..... 4.00 @ 4.75

Liquid stick, 7 to 11% ammonia ..... 3.25 @ 3.50

#### Fertilizer Materials.

Very little trading is reported in this market, which is extremely inactive.

Unit Ammonia.

High grade, ground, 10-11% ammonia ..... \$2.90 @ 2.95

Lower grade, ground & ungrd. 6-9% am. 2.80 @ 2.90

Hoof meal ..... 2.75 @ 3.10

#### Bone Meals.

A good demand featured the bone meals market, with supplies short.

Per Ton.

Raw bone meal ..... \$32.00 @ 42.00

Steam, ground ..... 30.00 @ 40.00

Steam, unground ..... 26.00 @ 34.00

#### Cracklings.

Cracklings are very scarce with offerings light.

Per Ton.

Hd. prsd. & exp. ungrd., per unit protein \$1.10 @ 1.20

Soft pressed pork, ac. grease and quality 80.00 @ 85.00

Soft pressed beef, ac. grease and quality 50.00 @ 55.00

#### Horns, Bones and Hoofs.

This market remains quiet, as it has been for the past few weeks.

Per Ton.

Horns ..... \$50.00 @ 175.00

Round shin bones ..... 45.00 @ 50.00

Flat shin bones ..... 42.00 @ 45.00

Thigh, blade and buttock bones ..... 40.00 @ 45.00

Cattle hoofs ..... 35.00 @ 36.00

(Note—Foregoing prices are for mixed carloads of unsorted materials indicated above.)

#### Gelatine and Glue Stocks.

A brisk demand continues for cattle jaws, skulls and knuckles.

Per Ton.

Kip and calf stock ..... \$32.00 @ 42.00

Rejected manufacturing bones ..... 45.00 @ 47.50

Horn piths ..... 36.00 @ 41.00

Cattle jaws, skulls and knuckles ..... 38.00 @ 40.00

Shaws, pizles and hide trimmings ..... 25.00 @ 28.00

#### Animal Hair.

This market continues very quiet, as it has been for the past several weeks, with little interest being shown, and practically no trading.

Per Pound.

Coll and field dried ..... 2 @ 4¢

Processed grey ..... 4 @ 7½¢

Black dyed ..... 5 @ 8¢

Cattle switches, each ..... 3½ @ 5¢

\*According to count.

#### Pig Skins.

Contracts have been made in this market for 1927 at prices about as shown below:

Per Pound.

Tanner grades ..... 7 @ 7½¢

Edible grades, unsorted ..... 4½ @ 4½¢

### EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, June 8, 1927.—The fertilizer trading is limited this week, due to the fact that many of the buyers are at the convention of the National Fertilizer Association, which is being held at White Sulphur Springs, W. Va.

A good business has been done in cracklings both for prompt and future shipment, and prices are firm with a few offerings of certain grades.

Most of the importers are cleaned out of spot stocks of nitrate of soda; sales have been made at from \$2.75 @ 2.85, ex vessel Atlantic and Gulf ports for immediate delivery.

The demand for tankage, blood, etc., is limited to feeding buyers. South American blood is held at \$3.85 c. i. f. and tankage at \$4.00 and 10c c. i. f. U. S. ports.

### CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, June 7, 1927.—Latest quotations on chemicals and soap supplies:

Lagos palm oil in casks of about 1,500 lbs., 8¼¢ @ 8½¢ lb.; olive oil foots, 9¼¢ @ 10c lb.

East India Cochin coconut oil, 15¢ @ 15½¢ lb.; Cochin grade coconut oil, domestic, 10¼¢ @ 10½¢ lb.; Ceylon grade coconut oil, 10¼¢ @ 10½¢ lb.

Prime summer yellow cottonseed oil, 10½¢ @ 11c lb.; raw linseed oil, 11.3¢ @ 11.8c lb.

Extra tallow, f.o.b. seller's plant, 7½¢ lb.; dynamite glycerine, nom. 23¼¢ @ 23½¢ lb.; chemically pure glycerine, nom. 25½¢ @ 26c lb.; saponified glycerine, nom. 17½¢ lb.; crude soap glycerine, nom. 16¢ @ 16½¢ lb.; prime packers' grease, nom. 6½¢ @ 6½¢ lb.

### LARD EXPORTS IN 1926.

Exports of lard from the United States for 1926 show an increase of 9,494,174 pounds over 1925, according to the U. S. Department of Commerce. The amount is considerably under 1923, when a peak exportation of 1,059,510,494 pounds was reached.

With the exception of exports to England and Germany, each of which countries took approximately 10,000,000 pounds more in 1926 than in 1925, our lard trade with Europe is showing a downward trend. France has practically ceased purchasing American lard, having taken little since 1923. However, our South American and Central American markets have shown a considerable increase.

The most outstanding country is Colombia, which increased its purchases from 2,511,932 pounds in 1922 to 14,544,632 pounds in 1926. Exports for 1926 with comparisons follow:

	1924 Pounds.	1925 Pounds.	1926 Pounds.
Belgium	33,487,708	17,228,620	12,337,792
Germany	313,124,161	197,705,786	214,324,905
Netherlands	76,057,162	41,395,740	53,080,998
Poland and Danzig	5,157,071	7,076,601	6,445,745
United Kingdom	241,370,126	218,493,221	228,351,375
Canada	11,603,090	10,713,801	12,088,178
Mexico	39,717,367	46,571,012	45,420,637
Cuba	94,971,832	77,465,478	80,170,684
Colombia	6,100,331	5,263,151	14,544,632
Peru	11,334,174	10,176,853	11,372,918
France	23,763,604	4,608,293	4,023,793
Italy	63,135,342	28,584,857	5,928,263
All other countries	51,568,411	42,399,722	28,387,371
Total	971,450,988	707,083,144	717,077,201

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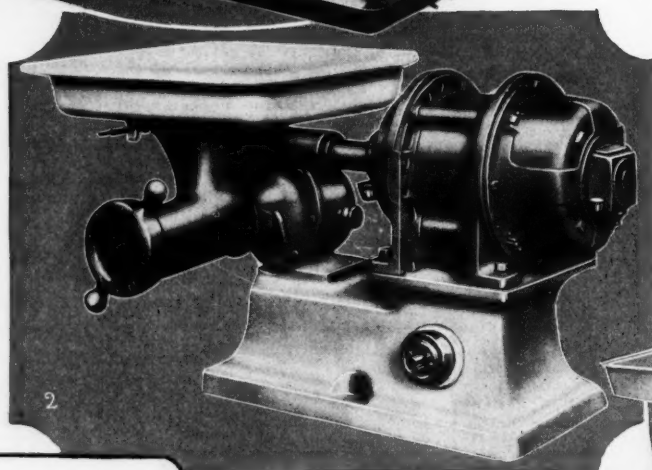
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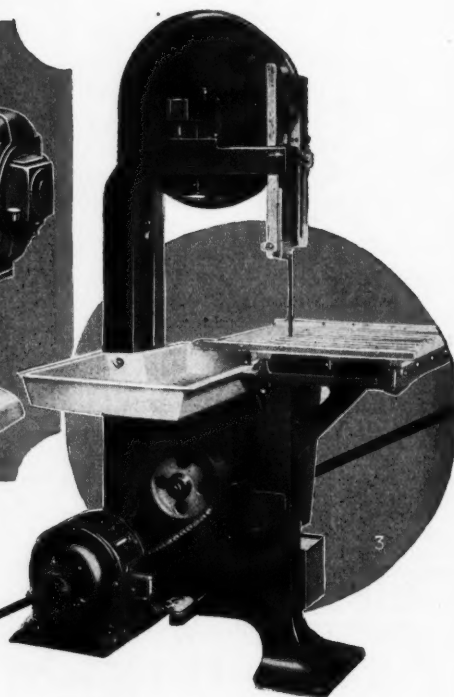
1.—2-h.p. Type KT polyphase motor driving meat grinder



2.—2-h.p. Type SCR single phase motor driving meat grinder

3.—2-h.p. Type KT motor driving meat and bone cutter

4.—7½-h.p. Type FTR high-torque polyphase motor driving meat chopper used in sausage making



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5501 DENISON AVENUE

Cleveland, Ohio

The General Electric Co.,  
925 Euclid Ave.,  
Cleveland, Ohio.

Gentlemen:-

The motor plays such a very important part in the efficiency of our product that we have decided to standardize to a large extent on the use of General Electric motors. Not only have we found their performance to be very satisfactory, but the construction fits in very well with the design of our meat choppers.

Furthermore, the fact that the General Electric Company offers a complete range of current specifications and these various current motors are available for immediate requisition, is another worth while consideration.

Another very important advantage and one which we have been very well pleased with up to the present time, is the splendid co-operation that we have received from the General Electric Company service stations in various parts of the world, where we have distributed our product.

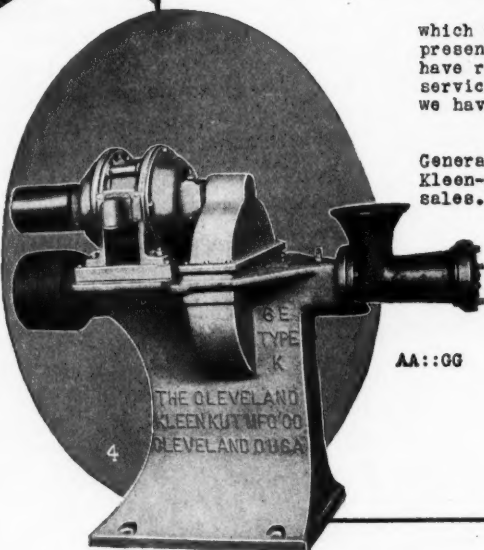
In fact, we believe that the use of General Electric motors on the now famous Cleveland Kleen-Kut grinders is a great help in increasing our sales.

Very truly yours,

THE CLEVELAND KLEEN-KUT MFG. CO.

A. Aloe - Vice-President.

AA::GG



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Newman grinder at from

**\$300.00 to \$495.00**  
F. O. B. Factory

some may think it is a cheap grinder. But it is not. Low price results in big demand. The demand for "Newman's" enabled us to build our standardized machine in large quantities. Naturally, we can manufacture at a very low cost. The fact that there are thousands of "Newman's" in daily use proves that users appreciate this policy.

How about saving some money and power bills for you?



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Cincinnati-Chicago  
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GRINDER-PULVERIZER  
WICHITA, KS.

419-425 W. 2nd St.,  
Wichita, Kansas

### PACKERS AT CONVENTION.

(Continued from page 26.)

Armin Sander, president, A. Sander  
Packing Co., Cincinnati, Ohio.

Henry Sartorius, president, Sartorius  
Provision Co., St. Louis, Mo.

James G. Scala, president, Scala Pack-  
ing Co., Utica, N. Y.

Milton Schaffner, president, Schaffner  
Brothers Co., Erie, Pa.

W. E. Schenk, Columbus Packing Co.,  
Columbus, Ohio.

Geo. L. Schmidt, J. Fred Schmidt Pkg.  
Co., Columbus, Ohio.

Elmore M. Schroth, J. & F. Schroth  
Pkg. Co., Cincinnati, Ohio.

G. C. Shepard, vice president, Cudahy  
Packing Co., Chicago.

E. Sieloff, Sieloff Packing Co., St. Louis,  
Mo.

E. W. Skipworth, Mickelberry's Food  
Products Co., Chicago.

Homer H. Smith, Drummond Packing  
Co., Eau Claire, Wis.

J. M. Snyder, treasurer, C. A. Durr  
Packing Co., Utica, N. Y.

Chas. F. Sucher, Chas. Sucher Packing  
Co., Dayton, Ohio.

M. I. Sullivan, Albany Packing Co., Al-  
bany, N. Y.

G. F. Swift, vice president, Swift &  
Company, Chicago.

T. W. Taliaferro, president, Hammond  
Standish Co., Detroit, Mich.

M. C. Teufel, Theurer-Norton Provision  
Co., Cleveland, Ohio.

Jack Thomas, Wilson & Company, Chi-  
cago.

F. M. Tobin, president, Rochester Pack-  
ing Company, Rochester, N. Y.

E. C. Tompkins, Swift & Company, New  
York.

T. E. Tower, vice president, Sullivan  
Packing Co., Detroit, Mich.

Edward Townsend, North Side Packing  
Co., Pittsburgh, Pa.

Paul W. Trier, Arnold Brothers Co.,  
Chicago.

R. W. Trotter, Illinois Meat Co., Chi-  
cago.

John T. Turner, Wilson & Company,  
Chicago.

Julian F. Ulmer, Jacob Ulmer Packing  
Co., Pottsville, Pa.

E. S. Urwitz, Dryfus Packing & Prov.  
Co., Lafayette, Ind.

C. M. Van Paris, Hammond Standish  
Co., Detroit, Mich.

Frederick G. Vogt, president, F. G. Vogt  
& Sons, Philadelphia, Pa.

C. N. Wade, Canton Provision Co.,  
Canton, Ohio.

C. L. Walters, Allied Packers, Inc.,  
Wheeling, W. Va.

A. D. White, Swift & Company, Chi-  
cago.

F. Edson White, president, Armour and  
Company, Chicago.

Fred L. Wilson, Wilson Provision Co.,  
Peoria, Ill.

Thomas E. Wilson, president, Wilson  
& Company, Chicago.

Alvin F. J. Worstman, E. Bucher Pack-  
ing Co., Cairo, Ill.

C. R. Wright, Fergus Cooperative Pack-  
ing Co., Fergus Falls, Minn.

T. J. Yarbrough, Neuhoof Packing Co.,  
Nashville, Tenn.

J. J. Zahler, J. S. Hoffman Company,  
Chicago.

How is cottonseed oil bleached? Ask  
"The Packer's Encyclopedia," the "blue  
book" of the industry.

**The Blanton Company**  
St. Louis, U. S. A.

Refiners of

# Salad Oil

Give Us Inquiries on Carloads  
Pleased to Submit Samples

Selling Agencies at

New York Philadelphia Pittsburgh  
Memphis

Topp's Code, Eighth Edition

## More Need for Flood Relief

News from the Mississippi River flood districts this week was not reassuring. It had been supposed that the floods were over and that relief work might slacken, though the task of rehabilitation was still ahead.

Instead, the government weather service at Memphis sent out warnings of more floods to come, and these warnings proved true. The streams began to rise again and the flood refugees were once more driven away from their homes and farms.

The public and business interests have given liberally to the Red Cross for relief work. The United States Chamber of Commerce is taking up a systematic plan to aid rehabilitation. But rehabilitation and relief are two different things.

The relief need is immediate, and the Red Cross funds are inadequate. The additional two million dollars asked for by Mr. Hoover for this purpose has not been raised.

Business interests having connections with the South, or trading in Southern products, should heed this call—regardless of what part they are taking in the rehabilitation plan. Additional pledges should be made to the Red Cross relief fund. Such contributions should be sent direct to the American Red Cross in each locality, or they may be transmitted through THE NATIONAL PROVISIONER.

Buyers and sellers of oils and fats and allied products have not yet done all they can do in this matter. The need is immediate. Do not hesitate.

### CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at leading Canadian centers for the week ending June 2, 1927, with comparisons:

#### BUTCHER STEERS.

	1,000-1,200 lbs.	Week ended June 2.	Previous week.	Same week, 1926.
Toronto	\$ 9.75	\$ 9.70	\$ 8.50	
Montreal	9.50	9.10	7.50	
Winnipeg	10.00	10.00	7.50	
Calgary	9.75	9.75	7.25	
Edmonton	9.50	9.75	7.25	
Pr. Albert	9.00	8.50	5.00	
Moose Jaw	9.50	10.25	6.00	

#### VEAL CALVES.

Toronto	\$12.00	\$12.50	\$13.25
Montreal	10.00	8.50	9.00
Winnipeg	12.00	12.00	9.50
Calgary	12.00	11.00	9.50
Edmonton	11.00	11.00	7.00
Pr. Albert	8.00	9.00	6.00
Moose Jaw	10.00	10.00	8.00

#### SELECT BACON HOGS.

Toronto	\$10.50	\$10.75	\$16.46
Montreal	11.00	11.00	15.50
Winnipeg	9.75	10.00	15.67
Calgary	10.00	10.10	15.51
Edmonton	9.50	9.75	15.40
Pr. Albert	8.25	9.25	14.85
Moose Jaw	9.75	10.00	15.29

#### GOOD LAMBS.

Toronto	\$20.00	.....	\$20.00
Montreal	18.00	.....	10.00
Winnipeg	11.00	12.00	16.00
Calgary	12.00	.....	.....
Edmonton	.....	.....	15.00
Pr. Albert	.....	.....	.....
Moose Jaw	.....	10.00	.....



## VEGETABLE OILS

### WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association

**Market Quiet—Sentiment Mixed—Cash Trade Slow—Some Evening Up—Outside Strength Helpful—Weather More Favorable—Crude Strong.**

A fair trade featured operations in cottonseed oil futures on the New York Produce Exchange the past week and prices covered rather narrow limits, the market displaying a rather steady undertone, although operations were unimportant and commission houses and the locals were on both sides. Strength in the outside markets at times induced buying, as did lack of pressure of crude oil, but profit taking was in evidence and scattered selling developed when the outside markets eased.

There was more or less commission house evening up in July which narrowed the difference for a time, but liquidation in July in a scattered way satisfied the demand from shorts, with the result that the July discount averaged from 40 to 45 points under September. The open interest in July, according to the best posted interests, is still large and both close ring observers and refiners contend that the difference will go still wider before liquidation is completed.

#### Buying Light.

Refiners' buying in July has been rather light the past week, and there has been nothing in the cash situation to force refiners to remove hedges to any extent. The dullness in consuming demand was one of the chief factors against the market on the swells, and although there are renewed fears of further flood conditions in the South, there has not been any particular broadening in speculative buying of oil futures and it was evident that the long interest was not inclined to increase commitments.

At the same time there was no undue pressure on the market, and although sentiment in the main was bearish there was a noticeable disposition to keep close to shore and not press the market on breaks. Cotton was rather persistently

firm, but the lard market had difficulty in maintaining bulges. The latter was due to a large run of hogs and the less favorable feeding differential between hogs and corn.

The crude markets were very firmly held with offerings limited but refiners were not anxious buyers. However, sales

in the Southeast and Valley were reported at 8c, while in Texas sales were made at 7¾c. The crude situation, however, is looked upon as a minor factor at this time, and the trade, in the main, is impressed with the large stocks of oil remaining and the indifference on the part of the trade in taking hold.

There was breaking of the drouth in western Texas, and rains fell in parts of the eastern belt where needed. However, unfavorable rains fell in the Valley, and created possibilities of a second overflow and loss of cotton acreage. The developments in the grain market had considerable influence at times upon ring sentiment but, generally speaking, the oil market continued without sufficient leadership on either side to bring about much of a movement in value with the disposition rather general to go slow pending the elimination of the July delivery.

#### Government Report Due Soon.

In local quarters the expectations are that the Government report, due within about a week, will prove bearish in that the remaining visible supply of oil will be comparatively heavy notwithstanding the May consumption. Estimates on May consumption continue to run from 250,000 to 300,000 bbls. In local quarters there is much talk of a carryover of 1,000,000 to 1,250,000 bbls., which would be equal to fully one third of a year's consumption.

In connection with the carryover it has been pointed out that at the beginning of the season for several years past, there has been many holes to satisfy with the first movement of new oil, whereas this season there will be no such holes to fill, which may possibly result in more hedging pressure the early part of the new season than that witnessed for several seasons past.

#### Carryover Large.

The carryover, it is also argued, will be large enough that even a moderate cotton crop will furnish sufficient supplies of oil for the new season. It is these features that lead the trade here in the East to look upon the market as a sale on rallies, and although a good many are not advising short sales in the nearbys, nevertheless they look upon the later positions with the premiums prevailing as a sale on all bulges.

It is difficult here to find anyone who is really bullish on the market or one who looks for any shortage in supplies of oil or lard for the immediate future.

### SOUTHERN MARKETS.

#### New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., June 9, 1927.—Insufficient rain in West Texas and rising floods in Arkansas are responsible for a steady market in both refined and crude, in the face of a heavy run of hogs and lower lard. Refined declined only ten points and crude was unchanged compared with the previous week.

A large supply of oil and the prediction of liberal tenders for July refined here and New York may cause temporarily lower prices, but the feeling that lard will advance when hog receipts decrease and the average size of the cotton crop becomes generally known cause a majority to believe purchases on depressions will prove profitable. The trade is looking for the consumption report early next week estimating between 250,000 and 275,000 barrels for May.

#### Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., June 9, 1927.—Trading in crude is at a low ebb, very little doing at 8c Valley, which is the bid price. The meal market is very strong at 37c, Memphis, for 41 per cent. Hulls are dull at \$3.00, Memphis.

#### Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., June 9, 1927.—Prime cottonseed, delivered at Dallas, nominal; snaps and bollies on location, nominal; prime cottonseed oil, f.o.b. Dallas, 8c; 43 per cent cake and meal, \$34.00; hulls, \$5.00; mill run linters, 2@5c. There has been no rain during past week. The markets are quiet, there being very little trading.

# ASPEGREN & CO., Inc.

PRODUCE EXCHANGE BLDG.

NEW YORK CITY

BROKERS

## REFINED COTTON SEED OIL CRUDE

ORDERS SOLICITED

TO BUY OR SELL PRIME SUMMER YELLOW COTTON SEED OIL ON  
THE NEW YORK PRODUCE EXCHANGE FOR SPOT OR FUTURE DELIVERY

**Bulk Delivery  
Stabilized Differences  
Bonded Deliveries  
Clearing of Contracts  
Expert Supervision  
Ample Storage  
Prompt Executions  
Broadening Market**

—these are some of the outstanding features of the New Orleans Refined Cotton Seed Oil Market. Important traders all over the country are coming in, and the range of prices for a week shows the increasing volume of trading in all active months.

**Always Use Your Cotton  
Oil Market!**

**New Orleans Cotton Exchange**

**COTTONSEED OIL**—Market transactions:

**Friday, June 3, 1927.**

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot .....			910 a	930
June .....			910 a	930
July .....	5000	930 923	930 a	950
Aug. ....	1100	954 950	952 a	975
Sept. ....	1600	974 965	972 a	995
Oct. ....	3800	995 990	990 a	1007
Nov. ....			993 a	1020
Dec. ....	1300	1006 1003	1003 a	1010
Jan. ....	100	1015 1015	1010 a	1020

Total Sales, including switches, 12,900 bbls. P. Crude S. E., 8c nom.

**Saturday, June 4, 1927.**

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot .....			910 a	930
June .....			910 a	930
July .....	2200	925 925	925 a	955
Aug. ....			945 a	955
Sept. ....	2300	969 969	969 a	989
Oct. ....			987 a	995
Nov. ....			989 a	1000
Dec. ....	300	1000 1000	1000 a	1010
Jan. ....	1100	1006 1005	1005 a	1010

Total Sales, including switches, 7,900 bbls. P. Crude S. E., 8c Bid.

**Monday, June 6, 1927.**

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot .....			905 a	930
June .....			905 a	925
July .....	3800	923 920	921 a	950
Aug. ....	800	942 938	940 a	964
Sept. ....	2400	966 960	963 a	980
Oct. ....	1800	982 976	977 a	980
Nov. ....	300	983 976	974 a	980
Dec. ....	3100	986 980	980 a	990
Jan. ....	200	985 985	984 a	990

Total Sales, including switches, 12,400 bbls. P. Crude S. E., nom.

**Tuesday, June 7, 1927.**

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot .....			905 a	925
June .....			905 a	925
July .....	3400	927 921	923 a	950
Aug. ....			942 a	966
Sept. ....	1900	966 961	964 a	981
Oct. ....	1300	980 977	979 a	982
Nov. ....	300	980 977	979 a	988
Dec. ....			984 a	1000
Jan. ....	700	998 996	998 a	1000

Total Sales, including switches, 7,600 bbls. P. Crude S. E., nom.

**Wednesday, June 8, 1927.**

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot .....			905 a	930
June .....			905 a	925
July .....	4100	931 922	922 a	950
Aug. ....	1100	958 950	942 a	966
Sept. ....	2800	973 966	965 a	984
Oct. ....	300	986 980	980 a	990
Nov. ....			981 a	1001
Dec. ....	400	990 984	990 a	1001
Jan. ....	600	1005 999	997 a	1001

Total Sales, including switches, 9,300 bbls. P. Crude S. E., nom.

**Thursday, June 9, 1927.**

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot .....			910 a	930
June .....			910 a	930
July .....			931 a	935
Aug. ....			957 a	960
Sept. ....			976 a	987
Oct. ....			988 a	990
Nov. ....			986 a	1003
Dec. ....			993 a	1010
Jan. ....			995 a	1010

SEE PAGE 45 FOR LATER MARKETS.

**COCONUT OIL**—Demand was limited and the market barely steady, with some sales reported at 8c at the Pacific coast. Sellers were not pressing, although consumers were holding off pending developments. At New York tanks were quoted, 8½@8¾c. At the Pacific coast nearby tanks quoted, 8@8½c.

**CORN OIL**—Trade was quiet. Some inquiry was in evidence but offerings were limited and firmly held at 8½c f.o.b. mills.

**SOYA BEAN OIL**—Trade was quiet and the market steady with offerings limited and sellers very firm, influenced by strength in other oils. Consuming demand for the moment apparently has been satisfied.

At New York barrels were quoted at 12¾c. At the Pacific coast the market was quoted at 9¾@9½c.

**PALM OIL**—A fair business at unchanged prices was reported to have passed, with offerings limited and prices steadily held.

Firmness in tallow was a feature, but consumers were not particularly anxious for supplies. At New York, Nigre spot casks were quoted at 7½c; shipment, 6½@6.90c; Lagos spot, 8c, and shipment, 7½c.

**PALM KERNEL OIL**—Demand was rather quiet and the market steady due to lack of pressure, notwithstanding in-

terest from consumers. At New York spot casks were quoted at 8¾c; shipment, 8.85c, while bulk oil was quoted at 8.65@8.70.

**SESAME OIL**—Market nominal.

**PEANUT OIL**—Market nominal.

**OLIVE OIL**—The market was barely steady with demand limited and sellers asking 9c in all positions, while buyers' ideas were ¾c lower.

**COTTONSEED OIL**—Interest in spot oil here was reported very limited and demand from fish packers thus far disappointing. Southeast and Valley crude sold at 8c; Texas, 7¾c.

**COTTONSEED PRODUCTION UP.**

The production of cottonseed in countries so far reporting for the 1926-27 season amounts to 12,637,800 short tons, compared with 12,551,600 short tons produced by the same countries in 1925-26, an increase of 0.7 per cent. Cottonseed production has increased rapidly since 1921-22 and is now well above the average production for the period 1909-10 to 1913-14. Production in the United States for 1926-27 shows an increase of 11 per cent above 1925-26 while increases are also reported for Russia and Mexico. However, these increases are largely offset by decreases in other important producing countries.

Although the percentage of oil obtained from the seed is not very high in the case of cottonseed, the size of the crop is so large compared with the production of other seeds that it is a determining factor in the vegetable oil situation of the United States.

**OIL IMPORTS AND EXPORTS.**

Imports into the United States of vegetable fats and oils including oil seeds, nuts and kernels converted to their oil equivalent during 1926 amounted to approximately 797,000 short tons as compared with 713,000 short tons in 1925.

Approximately 51 per cent of the 1926 imports represented the oil equivalent of our imports of seeds, nuts and kernels and 49 per cent the actual imports of vegetable oils.

The United States export trade in oil seeds, nuts and kernels and in vegetable oils is of relatively little importance compared with imports. Cottonseed oil is the only item deserving of mention, total exports in 1926 having amounted to 20,450 short tons as compared with 31,208 short tons in 1925. The Canadian and the Latin American markets take the bulk of the exports.

**APRIL OIL IMPORTS.**

The imports of coconut and peanut oil for April, 1927, are given by the Bureau of Foreign and Domestic Commerce as follows: coconut oil, 16,129,738 lbs.; peanut oil, 225,628 lbs.

**COTTONSEED OIL EXPORTS.**

Exports of cottonseed oil from New York, June 1 to June 8, 200 bbls.

**The Procter & Gamble Co.**  
Refiners of all Grades of  
**COTTONSEED OIL**

Puritan, Winter Pressed Salad Oil  
Boreas, Prime Winter Yellow  
Venus, Prime Summer White  
Sterling, Prime Summer Yellow

White Clover Cooking Oil  
Marigold Cooking Oil  
Jersey Butter Oil  
Moonstar Coconut Oil

P&G Special (Hardened) Coconut Oil

Refineries: IVORYDALE, OHIO  
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KANSAS CITY, KAN.  
MACON, GA.  
DALLAS, TEXAS  
HAMILTON, CANADA

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**THE EDWARD FLASH CO.**

29 BROADWAY

NEW YORK CITY

**BROKERS EXCLUSIVELY**

**ALL VEGETABLE OILS**

In Barrels or Tanks

**COTTON OIL FUTURES**

On the New York Produce Exchange

# Maximum Speed!



## Why?

### Because:

1. One piece  $\frac{3}{4}$ " steel inner shell stores heat from one cooking to the next.
2. No stay bolts to leak heat, fat or steam.
3. Smooth polished inner shell gives maximum cooking efficiency at all times.
4. Cast steel paddles that cannot break.
5. Ten-inch Vapor Outlets remove all vapors.

### AMERICAN Melter Sizes

4'x8' Standard

4'x8' De Luxe

4 $\frac{1}{2}$ 'x12' Standard

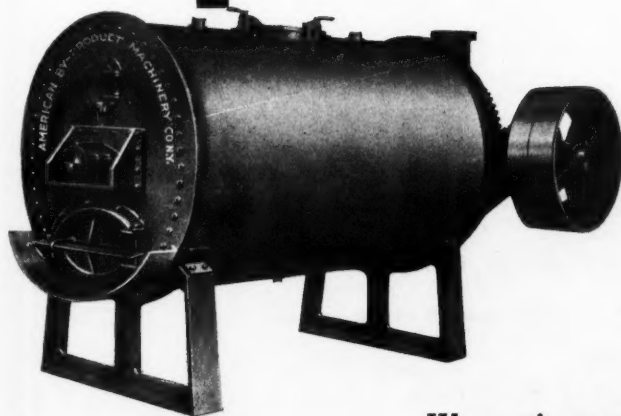
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**The American By-Product  
Machinery Company**

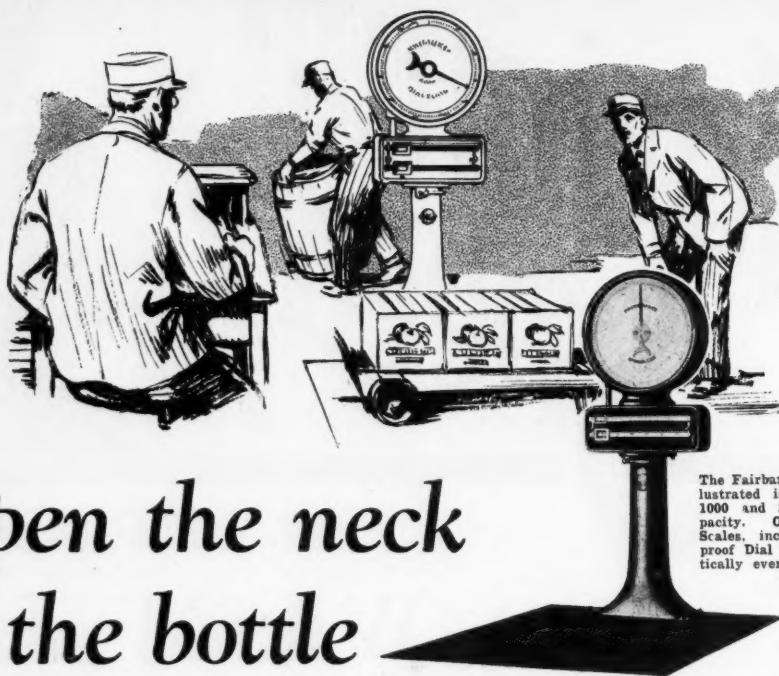
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## Open the neck of the bottle with fast-weighing dial scales

Weighing—too often the bottle neck in an otherwise efficient receiving and shipping room system—need not be a cause of delay, error or lost business.

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Fairbanks Dial Scales, backed by the experience of nearly a hundred

years of scale building and today developed to the highest state of refinement and advanced design, solve the weighing problems of hundreds of concerns. They afford positive savings in time, labor and money. The most inexperienced weighman can read them without error and without lost time. Loads can be scaled as rapidly as they can be moved over the platform. Fairbanks construction insures lasting accuracy and low upkeep.

A Fairbanks scale man will gladly help you select the scale equipment best adapted to your individual needs. Write for descriptive bulletins, indicating conditions of service.

# Fairbanks Scales

FAIRBANKS, MORSE & CO., Chicago

And 40 other principal cities—a service station at each house

Preferred the



World Over

# THE WEEK'S CLOSING MARKETS

## FRIDAY'S CLOSINGS.

### Provisions.

Hog products were stronger the latter part of the week, with lighter receipts, better tone hogs and week-end covering. The weakness in corn ran into profit taking. Sentiment is more mixed and the hog run will be the controlling factor.

### Cottonseed Oil.

Cotton oil is more active and stronger with the new highs in cotton, firmer lard and the commission house buying of later months. Cotton houses continue to liquidate July and buy other months. Crude is holding at 8c. Consuming demand is slow notwithstanding the advance. Local sentiment is more divided owing to light pressure and the strength of outside markets.

Quotations on cottonseed oil at Friday noon were: June, \$9.25@9.45; July, \$9.42@9.44; August, \$9.66@9.68; September, \$9.86@9.88; October, \$10.01@10.04; November, \$10.00@10.05; December, \$10.11@10.17; January, \$10.20@10.25.

### Tallow.

Tallow, extra, 7½c.

### Oleo Oil and Stearine.

Stearine, oleo, 9½c close.

### Hull Oil Market.

Hull, England, June 10, 1927.—(By Cable)—Refined cottonseed oil, 39s; crude cottonseed oil 35s 9d.

## BRITISH PROVISION CABLE.

(Special Cable to The National Provisioner.)

Liverpool, June 10, 1927.—Market continues dull with practically no demand for hams, picnics, or square shoulders. Demand for pure lard is very poor.

Large supplies of Danish sides and limited buying power are continuing to have an adverse influence on the provision market.

Today's prices are as follows: Shoulders, square, 65s; picnics, 73s; hams, long cut, 102s; American cut, 105s; short backs, 86s; bellies, clear, 84s; Canadian, 82s; spot lard, 65s 6d.

## FRIDAY'S GENERAL MARKETS.

New York, June 10, 1927.—Spot lard at New York: Prime western, \$13.35@13.45; middle western, \$13.15@13.25; city, \$12.62½; refined Continent, \$13.50; South American, \$14.50; Brazil kegs, \$15.50; compound, \$11.25.

## ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to June 10, 1927, show exports from that country were as follows: To England, 116,697 quarters; to the Continent, 38,528 quarters; others, none.

Exports for the previous week were as follows: To England, 108,082 quarters; to the Continent, 45,352 quarters; others, none.

## WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats were quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on Thursday, June 9, 1927, as follows:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
<b>Fresh Beef:</b>				
STEEERS (Hvy. Wt., 700 lbs. up):				
Choice	\$18.00@20.00	\$18.50@19.00	\$18.00@20.00	\$18.50@19.50
Good	16.50@18.00	17.50@18.50	17.00@18.50	17.50@18.50
STEEERS (Lt. and Med. Wt., 700 lbs. down):				
Choice	17.50@19.00		19.00@20.00	18.50@20.00
Good	15.50@17.50	17.00@17.50	17.00@18.50	17.50@18.50
STEEERS (All Weights):				
Medium	13.50@15.50	15.50@16.50	16.00@17.00	15.50@17.00
Common	11.50@13.50	14.50@15.50	14.00@16.00	13.00@15.00
COWS:				
Good	14.50@15.50	14.50@15.00	15.00@17.00	
Medium	13.00@14.50	14.00@14.50	13.50@15.00	13.50@14.50
Common	11.00@13.00	13.50@14.00	12.50@13.50	12.00@13.00
<b>Fresh Veal (1):</b>				
VEALERS:				
Choice	19.00@22.00		20.00@23.00	20.00@22.00
Good	17.00@19.00		18.00@20.00	18.00@20.00
Medium	15.00@17.00	15.00@18.00	15.00@18.00	15.00@17.00
Common	13.00@15.00	13.00@15.00	13.00@15.00	
<b>CALF CARCASSES (2):</b>				
Choice				
Good				
Medium				
Common				
<b>Fresh Lamb and Mutton:</b>				
SPRING LAMB: Good-ch.	31.00@34.00	33.00@35.00	34.00@36.00	33.00@36.00
Medium	28.00@31.00	31.00@33.00	31.00@34.00	29.00@32.00
Common	25.00@28.00	30.00@31.00	26.00@30.00	24.00@28.00
LAMB (30-42 lbs.):				
Choice	31.00@33.00	31.00@32.00	32.00@34.00	
Good	29.00@31.00	30.00@31.00	30.00@32.00	30.00@32.00
LAMB (42-55 lbs.):				
Choice		30.00@31.00	30.00@32.00	
Good		29.00@30.00	28.00@30.00	30.00@31.00
LAMB (All Weights):				
Medium	27.00@29.00	28.00@30.00	27.00@30.00	29.00@30.00
Common	25.00@27.00		25.00@27.00	
MUTTON (Ewes):				
Good	14.00@16.00	15.00@17.00	13.00@16.00	14.00@15.00
Medium	12.00@14.00	13.00@15.00	12.00@14.00	13.00@14.00
Common	10.00@12.00	11.00@13.00	10.00@12.00	12.00@13.00
<b>Fresh Pork Cuts:</b>				
LOINS:				
8-10 lb. av.	18.00@21.00	20.00@21.50	20.00@22.00	20.00@23.00
10-12 lb. av.	17.00@20.00	19.00@20.00	18.00@20.00	19.00@22.00
12-15 lb. av.	16.00@19.00	18.00@19.00	17.00@19.00	18.00@20.00
15-18 lb. av.	14.50@16.00	17.00@18.00	16.00@18.00	17.00@18.00
18-22 lb. av.	13.50@15.00	16.00@17.00	15.00@17.00	16.00@17.00
SHOULDERS:				
N. Y. Style: Skinned	11.00@13.00		13.00@15.00	14.00@16.00
PICNICS:				
4-6 lb. av.		15.00@16.00	13.00@15.00	15.50@16.50
6-8 lb. av.		14.00@15.00	12.00@14.00	14.00@15.00
BUTTS: Boston Style	15.00@17.00		15.00@17.00	17.00@19.00
SPARE RIBS: Half Sheets	9.00@11.00			
TRIMMINGS:				
Regular	7.50@8.50			
Lean	16.00@17.00			

(1) Includes "skin on" at New York and Chicago

(2) Includes sides at Boston and Philadelphia.

## RECEIPTS AT CENTERS.

SATURDAY, JUNE 4, 1927.

	Cattle.	Hogs.	Sheep.
Chicago	200	7,000	4,000
Kansas City	500	2,500	1,000
Omaha	100	7,000	2,000
St. Louis	700	10,000	100
St. Joseph	200	4,000	1,000
Sioux City	500	9,500	100
St. Paul	200	1,500	300
Oklahoma City	300	900	300
Fort Worth	100	100	...
Milwaukee	100	300	300
Denver	200	700	200
Louisville	400	2,100	300
Indianapolis	400	6,000	200
Pittsburgh	200	1,200	300
Cincinnati	400	1,700	500
Buffalo	200	500	200
Cleveland	200	800	200
Nashville	300	600	300
Toronto	...	300	200

MONDAY, JUNE 6, 1927.

	Cattle.	Hogs.	Sheep.
Chicago	25,000	67,000	5,000
Kansas City	11,000	10,000	6,000
Omaha	6,500	11,000	5,000
St. Louis	4,500	28,000	1,000
St. Joseph	2,000	5,000	4,000
Sioux City	3,000	10,000	500
St. Paul	5,000	11,000	500
Oklahoma City	1,400	1,200	...
Fort Worth	7,000	3,600	1,000
Milwaukee	600	500	100
Denver	3,000	2,000	200
Louisville	1,300	1,400	1,300
Wichita	2,200	3,800	700
Indianapolis	1,000	8,000	1,000
Pittsburgh	2,500	7,000	1,500
Cincinnati	2,500	7,300	1,100
Buffalo	3,900	13,500	1,800
Cleveland	1,900	5,500	2,100
Nashville	400	900	1,500
Toronto	3,300	1,300	400

TUESDAY, JUNE 7, 1927.

	Cattle.	Hogs.	Sheep.
Chicago	10,000	40,000	5,000
Kansas City	8,000	14,000	8,000
Omaha	7,500	12,000	6,000
St. Louis	6,000	25,000	5,000
St. Joseph	1,500	10,000	4,000
Sioux City	3,000	10,000	1,000
St. Paul	2,000	8,000	500
Oklahoma City	1,500	1,200	...
Fort Worth	2,500	500	1,000
Milwaukee	3,000	2,500	100
Denver	2,200	1,700	1,100
Louisville	300	300	300
Wichita	600	2,300	300
Indianapolis	2,100	11,000	600
Pittsburgh	300	1,500	1,000
Cincinnati	1,000	5,800	2,800
Buffalo	400	1,500	1,000
Cleveland	500	2,000	500
Nashville	200	700	1,800
Toronto	400	700	200

WEDNESDAY, JUNE 8, 1927.

	Cattle.	Hogs.	Sheep.
Chicago	10,000	23,000	10,000
Kansas City	5,000	14,000	8,000
Omaha	6,500	14,500	6,500
St. Louis	4,000	17,000	3,100
St. Joseph	2,000	10,000	4,000
Sioux City	2,500	10,500	200
St. Paul	3,000	16,000	200
Oklahoma City	900	1,100	...
Fort Worth	3,500	500	1,000
Milwaukee	400	1,500	100
Denver	700	1,100	4,000
Louisville	100	700	1,500
Indianapolis	500	3,700	2,000
Pittsburgh	1,200	8,000	500
Cincinnati	100	1,000	200
Buffalo	400	3,900	1,900
Cleveland	100	2,500	100
Nashville	200	3,500	600
Toronto	100	700	1,200

THURSDAY, JUNE 9, 1927.

	Cattle.	Sheep.	Hogs.
Chicago	9,000	31,000	9,000
Kansas City	3,300	7,500	4,000
Omaha	3,500	11,000	7,000
St. Louis	1,800	15,000	2,800
St. Joseph	1,500	6,000	3,500
Sioux City	2,000	8,000	1,000
St. Paul	1,000	6,000	200
Oklahoma City	900	1,100	...
Fort Worth	2,800	1,000	200
Milwaukee	600	2,500	100
Denver	1,600	1,600	300
Wichita	300	2,400	300
Indianapolis	800	6,000	400
Pittsburgh	...	2,000	500
Cincinnati	400	3,300	3,100
Buffalo	200	2,200	300
Cleveland	200	2,400	500

Friday, June 10, 1927.

	Cattle.	Hogs.	Sheep.
Chicago	2,000	20,000	6,000
Kansas City	1,000	7,500	4,000
Omaha	1,700	11,000	7,000
St. Louis	900	10,000	1,500
St. Joseph	300	4,500	1,500
Sioux City	700	7,000	100
St. Paul	1,300	6,000	100
Oklahoma City	900	1,000	...
Fort Worth	1,400	800	3,000
Milwaukee	100	500	100
Denver	500	600	3,200
Wichita	200	2,300	300
Indianapolis	700	7,000	500
Pittsburgh	...	2,600	200
Cincinnati	400	4,900	4,100
Buffalo	100	5,500	1,400
Cleveland	200	2,000	380



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Kennett, Murray & Brown  
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## CHICAGO LIVESTOCK.

### RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., May 30.....	10,768	4,716	50,795	13,964
Tues., May 31.....	16,900	2,180	25,258	9,473
Wed., June 1.....	10,016	5,954	30,476	10,466
Thur., June 2.....	2,703	1,512	28,861	9,973
Fri., June 3.....	441	375	6,228	3,826
Sat., June 4.....				
Total last week.....	49,828	13,846	141,619	47,702
Previous week.....	69,408	17,016	175,169	72,587
Year ago.....	59,721	19,172	118,863	65,830
Two years ago.....	31,027	19,802	141,694	70,373

### SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., May 30.....				
Tues., May 31.....	5,455	9	6,563	1,029
Wed., June 1.....	4,930	122	3,775	2,174
Thur., June 2.....	3,276	16	3,512	1,900
Fri., June 3.....	1,595	13	6,090	2,063
Sat., June 4.....	5,000	100	7,500	2,000
Total last week.....	15,334	160	20,946	7,482
Previous week.....	21,782	76	29,074	21,605
Year ago.....	16,908	16	29,059	8,272
Two years ago.....	11,948	47	31,062	4,597

Receipts at Chicago Stock Yards thus far this year to June 4, with comparative totals:

	1927.	1926.
Cattle.....	1,251,619	1,271,691
Calves.....	347,432	349,437
Hogs.....	3,445,996	3,232,941
Sheep.....	1,590,859	1,727,346

Combined weekly hog receipts at eleven markets for week ending June 4, with comparisons:

	1927.	1926.
Week ending June 4.....	606,000	605,000
Previous week.....	597,000	597,000
1925.....	597,000	597,000
1924.....	739,000	739,000
1923.....	807,000	807,000
1922.....	620,000	620,000

Combined receipts at seven markets for the week ending June 4, with comparisons:

	*Cattle	Hogs.	Sheep.
Week ending June 4.....	176,000	517,000	148,000
Previous week.....	185,000	509,000	183,000
1926.....	200,000	416,000	201,000
1925.....	164,000	507,000	162,000
1924.....	176,000	598,000	180,000
1923.....	197,000	671,000	140,000
1922.....	173,000	497,000	186,000

Combined receipts at seven points for the year to June 4, with comparisons:

	*Cattle	Hogs.	Sheep.
1927.....	3,690,000	10,599,000	4,148,000
1926.....	4,098,000	10,394,000	4,418,000
1925.....	3,996,000	12,805,000	4,209,000
1924.....	4,137,000	14,982,000	4,035,000
1923.....	4,142,000	14,377,000	4,370,000
1922.....	3,804,000	10,497,000	3,964,000

\*Previous to 1927 calves at Omaha, St. Louis and St. Joseph counted as cattle.

Chicago Stock Yards receipts, average weight and top average price for hogs, with comparisons:

	Average Number weight received	Top. Average.
*This week.....	142,400 244	\$ 9.80 \$ 9.20
Previous week.....	175,166 244	9.80 9.26
1926.....	118,683 252	14.05 13.90
1925.....	141,694 237	12.45 12.05
1924.....	182,659 238	7.50 7.20
1923.....	215,812 241	7.35 6.95
1922.....	161,300 238	11.00 10.55

Av. 1922-1926.....164,000 241 \$10.60 \$10.15  
\*Receipts and average weight for week ending June 4, 1927, unofficial.

### WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
*Week ending June 4.....	\$10.75	\$ 9.20	\$ 6.90	\$14.20
Previous week.....	10.70	9.25	6.25	14.10
1926.....	9.60	13.90	6.50	14.00
1925.....	10.40	12.05	6.35	13.00
1924.....	9.45	7.20	5.85	13.00
1923.....	10.05	6.95	5.05	13.65
1922.....	8.85	10.55	7.00	12.15

Av. 1922-1926.....\$ 9.65 \$10.15 \$ 6.25 \$13.70

Following is given the net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards:

	Cattle.	Hogs.	Sheep.
*Week ending June 4.....	34,400	121,500	39,700
Previous week.....	47,626	146,092	50,982
1926.....	42,813	80,804	57,555
1925.....	39,079	110,632	65,776
1924.....	35,722	141,798	64,576

\*Saturday, June 4, estimated.

Chicago packers hog slaughters for the week ending June 4, 1927:

Armour & Co.....	15,300
Anglo American.....	3,800
Swift & Co.....	12,800
Hammond Co.....	4,500
Morris & Co.....	7,900
Wilson & Co.....	5,400
Boyd-Lunham.....	4,600
Western Packing Co.....	9,600
Roberts & Onke.....	6,200
Miller & Hart.....	6,500
Independent Packing Co.....	4,200
Brennan Packing Co.....	5,400
Agar Packing Co.....	3,400
Others.....	24,500

Total.....118,500  
Previous week.....132,900  
1926.....95,800  
1925.....117,000  
1924.....152,700  
(For Chicago livestock prices see page 47.)

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KANSAS CITY, MO.



# LIVE STOCK MARKETS

## CHICAGO.

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, June 9, 1927.

**CATTLE**—After selling off Monday the fed steer and yearling trade was stimulated by smaller receipts and tonnage deficiency and advanced 25¢@50¢; heavies and better grade yearlings, including mixed steers and heifers and heifer yearlings, showed the most upturn. There were suggestions of readjustment to a grass and grain fed basis in steers, that feature again being emphatic in the stock. Heavy steers were scarcest in years, most of the run being yearlings and light kinds scaling 1,000 to 1,200 lbs.

Choice 1,331 lb. steers topped at \$13.85. A spread of \$11.50@12.50 took most of the good to choice light steers, highly finished long yearlings topping at \$12.85; light yearlings at \$12.00, and heifer yearlings at \$11.40. A liberal supply of light heifers sold at \$10.00@10.75, grassy kinds going at \$9.25@9.75. Grass cows predominated at \$6.25@7.50, the trade on such kinds closing 25¢ higher.

The cow as well as the heifer supply was small, most grass heifers going at \$7.50@8.50, and being discriminated against as compared with \$9.00@10.00 kinds, dry lot heavy kosher heifers occasionally making \$10.00@11.00. Heavy dry lot cows usually stopped around \$9.50 but a few made \$10.00, these being specialties, however, and no criterion of the general cow market.

Most low cutters sold at \$4.75@5.00, cutters at \$5.25@5.75. The supply of bulls continues small and prices worked higher, heavy sausage bulls making \$7.40@7.50, with lighter weight kinds in load lots at \$6.50@7.25. The country went very slow on thin steers, expecting lower prices. Values held about steady with the 25¢@50¢ downturn scored last week, it being an \$8.00@9.25 market on country account for the most part.

**HOGS**—With more liberal receipts and a considerable proportion of grassy kinds arriving, live hogs declined anywhere from 35¢@75¢, reaching a low spot where a top of \$9.00 was paid which was the lowest top since mid-year 1924. A slight reaction followed on the close. Big killers have been free buyers but with excessive receipts, liberal hold-overs were in evidence from day to day. At the close, the bulk of 160 to 210 lb. averages sold within a spread of \$8.85@9.00, with an extreme top of \$9.10 being paid for sorted 190 to 200 lb. averages. Butchers of quality were in demand late and grassy kinds were last to move.

The price range narrowed until the bulk of all butchers of quality scaling from 225 to 350 lbs., closed within a range of \$8.65@9.00. Packing sows sold mostly at \$7.50@8.00, while light lights and pigs showing a slightly increased demand, bulked at \$8.00@8.50, with lightweight pigs selling downward from \$8.00.

**SHEEP**—Short supplies forced a rapid advance in all slaughter classes, buyers turning to yearlings and aged sheep when lamb supplies were found wanting. Fat lambs closed \$1.50 higher, with the high point at the close, yearlings advancing \$1.00@1.25 with sheep 50¢@75¢ up.

The initial consignment of Washington lambs grading choice and scaling 71 lbs. sold late at \$18.75; bulk of the medium and good natives cashing at \$16.50@18.00, with culls at \$13.50@14.00. Yearlings sold at \$14.00@15.50, with fat ewes at \$6.00@7.00 and heavy ewes at \$4.50@5.00.

There are two principal methods of dressing sheep. What are they, and what are their differences? Ask "The Packer's Encyclopedia," the "blue book" of the meat packing industry.

## KANSAS CITY.

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Mo., June 9, 1927.

**CATTLE**—Fed steers and yearlings met a good demand and are 25¢@50¢ higher than a week ago with the better grades taking most of the advance. Fed Texas and the better grades of grassers are strong to 25¢ higher, while plainer grades selling under \$7.00 held around steady. Choice medium weights topped the week's trade at \$12.00; best yearlings went at \$11.75 and heavies at \$11.60. Bulk of the fed arrivals cashed from \$9.50@11.25, and grass fat offerings went at \$6.75@8.25.

She stock and bulls advanced 25¢@50¢ and vealers closed \$1.00@1.50 higher, with tops at \$11.50.

**HOGS**—Generous supplies at all markets were largely responsible for sharp price reductions. Some reaction was in evidence at the close and a part of the recent loss was regained.

Prices are generally 35¢@50¢ lower with the closing top on choice grades scaling from 170@230 lb. at \$8.75. Best 250 lb. butchers reached \$8.60 and choice 300 lb. weights went at \$8.50 at the finish. Packing sows are 25¢ lower with the bulk at \$7.25@7.75.

**SHEEP**—Fat lambs and yearlings closed the week at 50¢@1.00 higher levels with choice Arizona lambs topping at \$17.75. Most of the western lambs cleared from \$17.25@17.75, while natives ranged from \$16.00@17.00.

Aged sheep are mostly 25¢ higher. Small lots of fat ewes went to killers from \$6.50 down and wethers ranged from \$7.60@8.25.

## ST. LOUIS.

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, Ill., June 9, 1927.

**CATTLE**—A slight recuperation of prices for native steers cows and low cutters which advanced 25¢ featured the current week's trade. Vealers advanced ma-

terially, showing a gain of 75¢ over a week, while western steers dropped 25¢@40¢. Others classes made no change.

Tops for week: Matured steers, \$12.25, weight 1,293 lb.; yearlings, \$11.50, weight 1,014 lb.; mixed yearlings and straight heifers, \$10.75, weights 582@752 lb.; western steers, \$8.60. Bulks for week: Native steers, \$9.50@11.40; western steers, \$6.80@8.60; fat mixed yearlings and heifers, \$9.60@10.65; cows, \$6.25@7.75; low cutters, \$4.00@4.50.

**HOGS**—With receipts about the heaviest on record for June this week, the hog market was the lowest since July, 1925. Wednesday's run sold well under \$9.00 with heaviest hogs \$8.50, but the market rallied today and bulk of light hogs brought \$9.00, top \$9.10; hogs averaging 200@260 lb., \$8.75@9.00; the few heavier loads, \$8.65@8.75; packing sows mostly \$7.75; good pigs, \$8.00@8.50. Light hogs are 50¢@60¢ lower than last Thursday. Medium and heavy hogs 40¢@50¢ lower; pigs 50¢@75¢ off, and packing sows 15¢@25¢.

**SHEEP**—Light receipts for this time of year sent lamb values rising briskly. Prices today were \$1.00@1.25 over a week ago. Top \$17.25; bulk, \$16.75@17.00; yearlings that were not the best brought \$14.00@14.35. Aged sheep headed the other way and are 50¢ lower for the period. Fat ewes, \$5.00@6.00; culls, \$1.00@4.00.

## OMAHA.

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Nebr., June 9, 1927.

**CATTLE**—Demand for fed steers and yearlings showed marked improvement over the dull close of last week and last week's decline was fully regained. Generally prices advanced around 25¢ with in-between grade light offerings 25¢@50¢ higher.

The week's top price of \$12.75 was paid for two loads averaging 1,413 lb. Medium weights scaling 1,274 lb. earned \$12.50. Light steers scaling 1,062 lb. cleared at \$11.75. Beef cows are strong to 15¢ higher and heifers advanced 15¢@25¢. Veal prices advanced 50¢@1.00; extreme top, \$12.50.

**HOGS**—Sharply lower prices ruled in

## LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, June 9, 1927, as reported to THE NATIONAL PROVISIONER by leased wire of the Bureau of Agricultural Economics, U. S. Department of Agriculture:

	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANSAS CITY.	ST. PAUL.
<b>Hogs (Soft or oily hogs and roasting pigs excluded):</b>					
Hvy. wt. (250-350 lbs.), med.-ch.....	\$ 8.50@ 8.90	\$ 8.50@ 8.80	\$ 8.20@ 8.55	\$ 8.20@ 8.00	\$ 7.90@ 8.35
Med. wt. (200-250 lbs.), med.-ch.....	8.70@ 9.10	8.70@ 9.00	8.40@ 8.70	8.45@ 8.75	8.15@ 8.60
Lt. wt. (150-200 lbs.), com.-ch.....	8.75@ 9.10	8.80@ 9.10	8.50@ 8.70	8.50@ 8.75	8.40@ 8.60
Lt. lt. (130-180 lbs.), com.-ch.....	8.00@ 8.50	8.00@ 9.10	7.50@ 8.60	8.35@ 8.70	8.80
Packing sows, smooth and rough.....	7.25@ 8.10	7.50@ 7.85	7.25@ 7.75	7.15@ 7.85	7.00@ 7.60
Slighter pigs (130 lbs. down), med.-ch.....	7.50@ 8.75	7.75@ 8.75	.....	8.25@ 9.00	8.00
Av. cost and wt., Wed. (pigs excluded)	8.61-242 lb.	8.73-211 lb.	8.17-258 lb.	8.41-229 lb.	7.96-260 lb.
<b>Slaughter Cattle and Calves:</b>					
<b>STEERS (1,500 LBS. UP):</b>					
Good-ch.....	11.75@14.00	.....	11.00@13.00	11.25@13.35	.....
<b>STEERS (1,100-1,500 LBS.):</b>					
Choice.....	12.25@14.00	12.25@13.25	11.25@13.00	11.50@13.35	11.00@12.75
Good.....	10.75@13.25	11.00@12.50	10.00@12.00	10.25@12.25	9.60@11.15
Medium.....	9.50@11.75	8.25@11.25	8.50@11.00	8.35@11.00	8.75@ 9.90
Common.....	8.00@ 9.75	7.00@ 8.25	6.50@ 8.50	6.25@ 8.35	8.75@ 8.75
<b>STEERS (1,100 LBS. DOWN):</b>					
Choice.....	11.25@12.75	11.50@12.50	10.75@12.25	11.25@12.40	10.00@11.50
Good.....	10.00@12.15	10.50@11.75	9.75@11.25	9.75@11.50	9.25@10.00
Medium.....	9.00@10.75	8.00@10.75	8.25@10.00	8.00@10.25	7.75@ 9.25
Common.....	7.50@ 9.50	6.75@ 8.00	6.35@ 8.50	6.25@ 8.35	6.50@ 7.75
Low cutter and cutter.....	6.75@ 8.00	5.75@ 6.75	5.00@ 6.50	4.75@ 6.25	5.75@ 6.50
<b>LT. YRLG. STEERS AND HEIFERS:</b>					
Good to choice (850 lbs. down).....	9.50@11.75	9.50@11.00	8.75@11.00	9.00@11.50	9.50@11.25
<b>HEIFERS:</b>					
Good-choice (850 lbs. up).....	9.00@11.00	8.25@10.25	7.75@10.40	8.00@10.50	8.50@10.25
Common-med. (all weights).....	6.75@ 9.25	6.25@ 8.50	5.90@ 8.50	5.75@ 8.75	6.00@ 8.50
<b>COWS:</b>					
Good to choice.....	7.50@ 9.75	7.25@ 9.00	7.10@ 9.35	7.00@ 8.75	7.00@ 8.50
Common and medium.....	5.75@ 7.50	6.00@ 7.25	5.85@ 7.10	5.15@ 7.00	5.50@ 7.00
Low cutter and cutter.....	4.50@ 5.75	4.00@ 6.00	4.00@ 5.85	4.00@ 5.15	4.00@ 5.50
<b>BULLS:</b>					
Good-ch. (beef 1,500 lbs. up).....	7.25@ 7.50	6.75@ 7.50	7.00@ 7.50	7.00@ 7.35	6.25@ 6.85
Good-ch. (1,500 lbs. down).....	7.50@ 8.00	7.00@ 8.00	7.00@ 7.75	7.00@ 7.65	6.25@ 7.25
Can.-med. (canner and bologna).....	7.75@ 7.50	5.00@ 7.00	5.25@ 7.00	5.00@ 7.00	5.50@ 6.25
<b>CALVES:</b>					
Medium to choice (milk fed. exo.).....	7.50@10.00	7.00@ 9.00	6.75@ 9.00	6.75@ 9.00	7.50@ 8.75
Cull-common.....	5.00@ 7.50	5.00@ 7.00	5.00@ 6.75	5.00@ 6.75	5.50@ 7.50
<b>VEALERS:</b>					
Medium to choice.....	11.00@13.25	8.50@12.25	9.50@12.50	7.00@11.50	8.50@11.75
Cull-common.....	6.00@11.00	5.00@ 8.50	5.00@ 8.50	5.00@ 7.00	5.50@ 8.50
<b>Slaughter Sheep and Lambs:</b>					
Lambs, med. to choice (84 lbs. down).....	16.25@18.75	14.50@17.25	15.00@17.75	16.00@17.50	14.75@17.00
Lambs, cull-com. (all weights).....	13.50@16.25	11.00@14.50	12.75@15.00	10.00@15.00	12.25@14.75
Yearling wethers, medium to choice.....	13.75@16.00	12.00@14.75	12.25@15.15	10.00@14.25	12.75@14.75
Ewes, common to choice.....	4.75@ 7.25	4.00@ 6.00	4.25@ 6.00	4.50@ 6.75	4.25@ 6.50
Ewes, canners and cull.....	1.50@ 4.75	1.00@ 4.00	1.50@ 4.25	1.25@ 4.50	1.75@ 4.25

the hog division. While some reaction was noted at the close of the period, a net loss of 25¢@50c is recorded as compared with prevailing levels a week ago.

Light hogs uncovered the most severe break. Thursday's bulks follow. 160@210 lb. weights, \$8.50@8.60; top, \$8.70; 210@280 lb. butchers, \$8.40@8.60; 280@350 lb. averages, \$8.30@8.40; packing sows, \$7.50@7.75; stags, \$6.50@7.50.

**SHEEP**—Contraction in the marketward movement of supplies early in the week proved a bullish factor in the sheep and lamb trade. While a reaction developed later, due to increased supplies, a comparison with a week ago uncovers a 50¢@75c advance on fat lambs and yearlings.

Sheep show mostly a steady to 25c lower status. At the peak of the advance, Idaho lambs topped at \$18.00; yearlings, \$15.40, while closing price range \$17.00@17.50 took in lambs and \$14.50@14.90. Most yearling sheep have been in limited numbers; ewes \$5.00@5.60. Week's top, \$6.25; range wethers upward to \$7.50.

### ST. JOSEPH.

(Special Letter to The National Provisioner.)

South St. Joseph, Mo., June 7, 1927.

**CATTLE**—Cattle receipts the first two days this week were around 4,200. There was a fair showing of beef steers and yearlings and quality was medium to good. The market uneven, but prices little changed with last week's close. Best steers averaging 1,225 to 1,275 pounds sold \$11.70@11.75, and the bulk of all sales ranged from \$9.50@10.75. Fed Texas sold at \$10.10.

Mixed yearlings sold mostly \$9.25@9.60. Butcher stock was steady to 15c lower, medium cows showing the decline. Odd head of cows ranged up to \$8.50; most fair to good kinds, \$5.75@7.50, and canners and cutters \$4.00@5.25. Heifers sold mostly \$8.00@9.25; load lots were scarce. Bulk of bulls \$5.75@6.50, with choice kinds up to \$7.50 or better. Calves held steady, choice veals selling at \$9.50.

The supply of stocker and feeder cattle was light and the market is unchanged. Sales of stockers ranged mostly \$7.75@8.75. Feeders were scarce. Stock cows sold around \$5.50, and heifers were quoted up to \$8.00.

**HOGS**—Hog receipts were around 17,000 for the two days and the market was 40¢@50c lower for the period. Today's top on lights was \$8.65 and the bulk of all sales, \$8.20@8.55. Packing sows, \$7.25@8.00.

**SHEEP**—Sheep receipts were light and lambs \$1.00@1.25 higher; sheep, strong to 25c up; native lambs, \$16.00@17.00; Idahos, \$17.35@18.00; clips, \$14.50@15.25; feeders, \$14.00; best native ewes, \$6.00; westerns, \$6.25.

### NEW YORK LIVE STOCK.

Receipts of live stock at New York for week ending June 4, 1927, are reported officially as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	2,761	7,782	6,445	30,313
New York	835	3,915	18,120	1,646
Central Union	3,957	2,285	361	5,548
Total	7,553	13,982	24,932	37,507
Previous week	7,970	15,327	23,563	51,354
Two weeks ago	8,398	17,538	23,934	40,469

### BUFFALO LIVE STOCK IN MAY.

The receipts and the disposition of live-stock at Buffalo, N. Y., for May, 1927, are officially reported as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Receipts	21,488	34,310	85,078	68,838
Shipments	12,061	26,475	48,585	55,925
Local slaughter	9,427	7,835	35,293	12,513

How hot should the water be in the hog scalding vat? Ask "The Packer's Encyclopedia," the "blue book" of the industry.

### PACKERS' PURCHASES.

Purchases of livestock by packers at principal centers for the week ending Saturday, June 4, 1927, with comparisons, are reported to The National Provisioner as follows:

#### CHICAGO.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	6,192	15,300	14,382	
Swift & Co.	5,469	12,800	16,535	
Morris & Co.	3,715	7,900	2,446	
Wilson & Co.	5,082	9,800	6,163	
Anglo-Amer. Prov. Co.	1,659	3,500		
G. H. Hammond Co.	2,929	4,500		
Libby, McNeill & Libby	821			
Brennan Packing Co.	5,400			
Miller & Hart.				
6,500 hogs; Independent Packing Co.			4,200	
Boyd, Lanham & Co.			4,000	
Western Packing & Provision Co.			9,000	
hogs; Roberts & Oake, 6,200				
hogs; others, 27,000 hogs.				

#### KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	2,766	1,338	10,268	5,130
Cudahy Pkg. Co.	3,107	1,141	7,138	7,271
Fowler Pkg. Co.	789			
Morris & Co.	3,011	820	6,350	5,384
Swift & Co.	4,138	1,387	12,676	8,477
Wilson & Co.	4,137	688	8,136	5,479
Local butchers	911	259	1,336	61
Total	18,859	5,633	45,937	29,902

#### OMAHA.

	Cattle and Calves.	Hogs.	Sheep.
Armour & Co.	5,367	15,951	5,107
Cudahy Pkg. Co.	6,179	16,757	5,767
Doid Pkg. Co.	1,953	5,875	
Morris & Co.	3,532	10,001	2,379
Swift & Co.	7,033	13,350	7,394
Eagle Pkg. Co.	19		
M. Glassburg	2		
Glaser Prov. Co.	39		
Hoffman Bros.	88		
Mayerowich & Vail.	53		
Omaha Pkg. Co.	67		
J. Rife Pkg. Co.	16		
J. Roth & Sons.	119		
South Omaha Pkg. Co.	158		
Lincoln Pkg. Co.	540		
Morrell Pkg. Co.	92		
Nagle Pkg. Co.	281		
Sinclair Pkg. Co.	342		
Wilson Pkg. Co.	186		
Kennett-Murray Co.		4,054	
J. W. Murphy		8,140	
Other buyers		8,949	
Total	26,066	83,068	20,647

#### ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	1,226	932	9,363	4,099
Swift & Co.	3,432	1,463	17,541	5,851
Morris & Co.	1,326	431	7,188	3,040
East Side Pkg. Co.	1,801	50	8,181	
Totals	7,785	2,906	39,133	12,980
All others	3,876	1,459	13,858	1,377
Total	19,436	6,359	92,164	27,347

#### ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	3,900	859	17,835	12,677
Armour & Co.	2,283	382	11,380	3,171
Morris & Co.	2,570	517	8,367	2,144
Others	2,146	18	8,154	1,678
Total	10,899	1,776	43,736	19,670

#### SIoux CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	3,763	187	19,218	226
Armour & Co.	3,425	293	17,541	253
Swift & Co.	2,463	200	9,910	261
Sacks Pkg. Co.	63			
Smith Bros. Pkg. Co.	57	20	2	
Local butchers	95	17		
Order buyers and packer shipments	2,308	32	14,082	
Total	12,714	672	60,753	740

#### OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	1,809	607	3,648	135
Wilson & Co.	2,060	534	3,679	245
Other butchers	86		247	
Total	3,955	1,144	7,574	380

#### ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	2,178	3,392	12,805	262
Cudahy Pkg. Co.	310	1,382		
Hertz Bros.	190	33		
Swift & Co.	3,139	5,217	19,706	1,142
United Pkg. Co.	1,260	839		
Others	377	3	6,924	
Total	7,454	10,866	39,525	1,404

#### WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,313	585	13,817	1,961
Doid Pkg. Co.	405	129	4,719	
Dunn & Osteria Co.	141			
W. D. Beef Co.	35			
eKefe-Le Sturgeon Co.	35			
Total	2,347	713	18,527	1,961

#### DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	887	138	3,730	503
Armour & Co.	857	185	1,969	1,827
Blayney-Murphy	509	236	1,926	
Others	391	122	412	287
Total	2,624	681	7,737	2,567

#### INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Eastern buyers	1,231	3,459	18,068	528
Kingman & Co.	1,290	744	28,414	534
Indianapolis Abat. Co.	1,595	62	150	96
Armour & Co.	309	42	3,008	19
Bell Packing Co.	119		567	
Brown Bros.	94	21		9
Hilgemeyer Bros.			842	
Schussler Pkg. Co.	21		242	
Riverview Pkg. Co.	5		241	
Meyer Pkg. Co.	97	22	259	
Indiana Prov. Co.	51	7	225	56
Art Wabnitz	5	40		37
Maas-Hartman & Co.	58	25		5
Steinmetz Pkg. Co.			50	
Hooper Abat. Co.			631	307
Miscellaneous	397	65	631	307
Total	5,306	4,527	52,737	1,586

#### CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
C. A. Freund	95	63	149	
Sauer & Son	14		205	
J. Hilberg's Sons	170	9		78
Ideal Pkg. Co.	34	11	792	
Gus Juengling	258	143		29
E. Kahn's Sons Co.	743	408	5,733	206
Kroger Groc. & Bak. Co.	239	145	2,371	
Lohrey Pkg. Co.	6		246	
H. H. Meyer Pkg. Co.	32		3,391	
Wm. G. Rehn's Sons	174	41		
A. Sander Pkg. Co.	210		2,076	
J. Schacter's Sons	210	220		88
J. & F. Schroth Pkg. Co.	18		2,885	
J. Vogel & Son	8	9	627	
Total	2,005	1,123	18,272	783

#### MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	875	4,454	6,722	71
U. D. B. Co., N. Y.	85			
R. Gunz & Co.	200	46	74	
Armour & Co., Milw.	384	2,432		
Armour & Co., Chicago	70			
N. Y. B. D. M. Co.	17			
Bimble & Co.				
Harrison, N. J.			180	
Swift & Co., Baltimore				
Mid. Packing Co.			183	
Peoples Packing Co.				
Cleve.	24			
Butchers	155	663	35	97
Traders	123	98	18	2
Total	1,933	7,693	7,212	170

#### RECAPITULATION.

Recapitulation of packers' purchases by market for the week ending June 4, 1927, with comparisons:

	Week ending June 4.	Prev. week.	Cor. week.
Chicago	25,017	34,042	31,099
Kansas City	24,492	20,396	19,517
Omaha	26,098	26,208	28,135
St. Louis	19,436	10,397	37,397
St. Joseph	10,899	10,638	8,837
Sioux City	12,714	12,061	6,390
Indianapolis	3,955	3,760	4,085
Cincinnati	5,308	6,500	5,924
Milwaukee	1,933	2,398	1,456
Wichita	2,347	1,841	1,224
Denver	2,624	3,776	
St. Paul	7,454	8,401	9,656
Total	138,250	142,279	149,345

#### HOGS.

	Week ending June 4.	Prev. week.	Cor. week.
Chicago	118,500	152,900	95,800
Kansas City	45,837	39,521	40,085
Omaha	85,068	68,385	61,114
St. Louis	92,164	54,431	79,141
St. Joseph	43,736	32,991	32,144
Sioux City	60,753	36,719	38,045
Indianapolis	7,574	6,290	5,593
Cincinnati	52,737	43,132	36,947
Milwaukee	18,272	15,893	
Wichita	7,212	8,083	7,780
Denver	18,527	16,505	12,014
St. Paul	7,737	8,894	
Total	39,525	46,398	40,175

#### SHEEP.

	Week ending June 4.	Prev. week.	Cor. week.
Chicago	35,926	41,485	48,156
Kansas City	29,802	28,341	30,847
Omaha	29,647	29,510	20,513
St. Louis	27,347	12,556	27,109
St. Joseph	19,670	14,929	19,380
Sioux City	740	1,187	1,127
Indianapolis	52,737	43,132	36,947
Cincinnati	18,272	15,893	
Milwaukee	7,212	8,083	7,780
Wichita	18,527	16,505	12,014
Denver	7,737	8,894	
St. Paul	39,525	46,398	40,175
Total	498,312	529,902	448,838

What is the emulsion method of preparing sausage meats to increase binding qualities? Ask THE BLUE BOOK, the "Packer's Encyclopedia."



## HIDE AND SKIN MARKETS

### Chicago.

**PACKER HIDES**—The market continues firm. Only a light trade of around 25,000 May hides was reported during the week, although some further trading in a quiet way is understood to have been put through. Offerings of May hides are scarce, May stocks being about cleaned up; and, as the grubbing privilege is not allowed on June hides, if steady prices are obtained for June slaughter this will be equivalent to a further advance. Killers are asking  $\frac{1}{2}$ c higher on some descriptions.

Spread native steers nominally  $21\frac{1}{2}$ @22c at Chicago, based on the sale of a car of April-May kosher at 21c at New York. Two packers sold a total of 8,500 heavy native steers at  $19\frac{1}{2}$ c for May, a steady price. Around 5,000 sold at the same figure at the end of last week. A few cars of extreme native steers sold at 20c for May, also steady.

Around 6,000 to 7,000 butt branded steers sold at 18c for Mays. The same price obtained at the end of last week. One packer, early this week, sold 2,000 May Colorados at  $17\frac{1}{2}$ c; sales at close of last week were at the same figure. Heavy Texas steers, nominally 18c. Two cars of light Texas steers sold at  $17\frac{1}{2}$ c, and trading at the close of last week was at this figure. Extreme light Texas steers are quoted nominally at  $17\frac{1}{2}$ @18c.

Heavy native cows, 19c asked. The last trading in light native cows was at 20c. Branded cows sold rather freely late last week at  $17\frac{1}{2}$ c and are quoted strong at this figure, with 17c asked.

Native bulls last sold at 15c for May and March to May. The last trading in branded bulls was at  $13\frac{1}{2}$ c for May northern and one killer obtained 14c for these with some southern included.

**SMALL PACKER HIDES**—Market is firm but inactive locally. As previously reported, most local killers have already moved their June productions, all obtaining 20c for all-weight native steers and cows, and 18c for branded June native bulls last sold at  $14\frac{1}{2}$ c, and branded bulls at 13c. Two local killers, with total production of around 11,000 hides, are still holding June slaughter; one of these has already sold June bulls.

**COUNTRY HIDES**—Country hides are steady, with trading rather quiet. Good all-weights, around 47-lb. av., are priced at  $17\frac{1}{2}$ @18c, selected, with buyers ideas not over  $17\frac{1}{2}$ c. Heavy steers,  $15\frac{1}{2}$ @16c asked; heavy cows and steers, 15c paid and asked. Good buffs have sold at  $17\frac{1}{2}$ @18c and more are available at these figures. Generally asking 20c for best 25/45 lb. extremes, and 19c for 25/50 lb. Bulls priced at  $12\frac{1}{2}$ @12c, selected. All-weight western branded quoted at  $14\frac{1}{2}$ @15c, Chicago freight.

**CALFSKINS**—Packer calfskins are quiet but firm. Last trading in May skins, as previously reported, was at 23c, last week; this price has since declined, asking  $24\frac{1}{2}$ @25c.

First salted Chicago city calfskins are generally around 22c asked for straight weights; some 8/10 lb. skins are offered at 21c. Outside city calfskins are priced around  $19\frac{1}{2}$ @20c. Resalted lots,  $17\frac{1}{2}$ @19c, selected; mixed cities and countries,  $19\frac{1}{2}$ @19c.

**KIPSKINS**—There was some trading in packer kips at the end of last week, when one killer sold 3,500 May kips at 22c for northern natives,  $\frac{1}{2}$ c less for southern, 21c for over-weights, and 19c for branded, all points. Later, another packer sold Fort Worth over-weights alone at 22c. Now asking 23c for northern native kips, and bid of 22c declined.

First salted Chicago city kips are quoted around  $21\frac{1}{2}$ @21c; resalted lots,  $19\frac{1}{2}$ @

$20\frac{1}{2}$ c, selected, asked; mixed cities and countries, around 19c.

Packer regular slunks last sold at \$1.25. Last trading in hairless was at  $57\frac{1}{2}$ c for 16 in. and over and 30c for under 16 in.

**HORSEHIDES**—The market is firm. Choice renderers, with full heads and shanks, are held around \$6.50. Good mixed lots, mostly renderers, have sold at \$6.00 and \$6.25. Ordinary country lots are priced around \$5.50.

**SHEEPSKINS**—Dry pelts,  $21\frac{1}{2}$ @23c per lb., according to section. Packer shearlings stronger; one car sold the latter part this week at \$1.25, with a previous sale at the end of last week at \$1.15. Good demand is reported and the market keeps closely sold up. Pickled skins continue rather quiet, with little in the way of offerings. Straight run of lambs are quoted around  $7.25\frac{1}{2}$ @7.50; last sale of ribby lambs, \$7.25. Late last week, a car of California spring lambs sold at \$7.40, or 15c up from previous sale.

**PIGSKINS**—No. 1 pigskin strips are quiet but some trades are pending; quoted nominally  $7\frac{1}{2}$ @7c. Gelatine stocks are inactive and are quoted nominally  $4\frac{1}{2}$ @4c.

### New York.

**PACKER HIDES**—The packer hide market continues strong and well established on basis of full Chicago prices. May hides are well sold up and packers are not yet offering June stocks, although good inquiries are reported. One killer sold a car of April-May kosher spread native steers, 6 ft. 8 in. and over, at 21c, or a full cent over the last previous sale which were Jan. to May take-off.

**COUNTRY HIDES**—Country hides are steady but quiet. Tanners claim the market is top-heavy and are bidding below asking prices. Due to lack of trading, market quoted only nominally. Buffs are rather scarce and are quoted around  $17\frac{1}{2}$ c asked. Extremes, 25/50 lb., offered at 19c; 25/45 lb., nominally around 20c but apparently few available.

**CALFSKINS**—The calfskin market is strong. Sales of 5-7's reported at \$1.80, and \$1.85 later asked. Late last week some 7-9's sold at \$2.25; 9-12's, \$3.25, and 12-17 lb. veal kips, \$3.50. Others asking higher prices, good demand and market well established.

### ST. PAUL.

(By U. S. Bureau of Agricultural Economics and Minnesota Department of Agriculture.)

St. St. Paul, Minn., June 8, 1927.

**CATTLE**—Seasonal readjustment in values at the opening of this week found all classes of killing stock selling on an unevenly lower market, the downturn for the first three days measuring unevenly 25c to, in spots, as much as 50c, and putting values unevenly 50c@ \$1.00 under the recent high time.

Top medium weight steers sold at \$11.50; best yearlings, \$10.75; the bulk of all weights, \$9.00@ \$10.00; warmed up and grassy sorts on down to \$8.00. The break in the stock put grassy cows on a \$5.75@ \$6.50 schedule, fed offerings selling mostly at \$6.50—\$7.50.

Common and medium grades heifers dropped to a \$6.00@ \$8.00 basis; light-weights and yearlings scoring mainly at \$8.50@ \$9.50.

Cutters followed in line with a \$4.25@ \$5.00 bulk, while bulls sold at \$6.50@ \$6.75 mainly. Vealers are back to a \$10.50@ \$11.50 schedule at present, the bulk selling around \$11.00.

**HOGS**—Trade in the hog division for the week was from 50@75c lower on butchers; packing sows, 65@75c lower; pigs, \$1.00 off. Recently the bulk of the

hogs weighing from 150 to around 240 lbs. cashed at \$8.25@8.50; with heavier weights largely \$8.00. Some big weight butchers or mixed butchers carrying a few sows sold at \$7.75 or below. The bulk of the sows cleared at \$7.00, with the range \$6.75@7.35. Pigs sold at \$9.00.

**SHEEP**—Fat lambs were 75c to \$1.00 higher; yearlings mostly 75c up, and sheep steady to 25c lower. Recently most of the lambs cashed around \$16.75; lower grades, \$12.50@ \$15.00; yearlings, \$13.00@ \$14.00; culls, down to \$10.00.

Best ewes cleared at \$6.00, choice kinds being quotable around \$6.25. Breeding ewes sold mostly at \$5.00@ \$7.00. and were in broad demand.

### CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ending June 4, 1927, were 3,933,000 lbs.; previous week, 4,420,000 lbs.; same week, 1926, 3,794,000 lbs.; from Jan. 1 to June 4, 1927, 105,075,000 lbs.; same period, 1926, 73,062,000 lbs.

Shipments of hides from Chicago for the week ending June 4, 1927, 3,885,000 lbs.; previous week, 4,632,000 lbs.; same week, 1926, 4,014,000 lbs.; from Jan. 1 to June 4, 1927, 115,183,000 lbs.; same period, 1926, 114,027,000 lbs.

### CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ending June 11, 1927, with comparisons, are reported as follows:

PACKER HIDES.				
	Week ending June 11, '27.	Week ending June 4, '27.	Cor. week 1926.	
Spread native steers .....	$21\frac{1}{2}$ @22n	21 @21 $\frac{1}{2}$	15 @16	
Heavy native steers .....	@19 $\frac{1}{2}$	19 $\frac{1}{2}$ @20	@13 $\frac{1}{2}$	
Heavy Texas steers .....	@18n	18 @18 $\frac{1}{2}$	@12 $\frac{1}{2}$	
Heavy butt branded steers .....	@18	18 @18 $\frac{1}{2}$	@12 $\frac{1}{2}$	
Heavy Colorado steers .....	@17 $\frac{1}{2}$	17 $\frac{1}{2}$ @18	@12	
Ex-light Texas steers .....	$17\frac{1}{2}$ @18n	@18n	@12	
Branded cows .....	$17\frac{1}{2}$ @18ax	@18n	@12	
Heavy native cows .....	@19ax	@19ax	@12 $\frac{1}{2}$ b	
Light native cows .....	@20n	@20	@13	
Native bulls .....	@15	@15	@8n	
Branded bulls .....	$13\frac{1}{2}$ @14	@13 $\frac{1}{2}$	@8n	
Calfskins .....	23b @24ax	@23	@19 $\frac{1}{2}$ ax	
Kips .....	22b @23ax	22 @22 $\frac{1}{2}$ ax	@17 $\frac{1}{2}$ n	
Kips, overwt .....	@21	21 @21 $\frac{1}{2}$ n	@15 $\frac{1}{2}$ n	
Kips, branded .....	@19	@19n	@14n	
Slunks, regular .....	@1.25	1.20@1.25	@90	
Slunks, hairless .....	$57\frac{1}{2}$ @60n	$57\frac{1}{2}$ @60	@60	

Light, Native, Butta, Colorado and Texas steers 1c per lb. less than heavies.

CITY AND SMALL PACKERS.				
	Week ending June 11, '27.	Week ending June 4, '27.	Cor. week 1926.	
Natives, all weights .....	@20	@20	18 @13 $\frac{1}{2}$	
Branded hds. ....	@18	@18	@9	
Bulls, native .....	@14 $\frac{1}{2}$	@14 $\frac{1}{2}$	@8	
Branded bulls .....	@13	@13	@12	
Calfskins .....	@22ax	@21b	@17n	
Kips .....	21 @21 $\frac{1}{2}$ n	1.00@1.10n	50 @7 $\frac{1}{2}$	
Slunks, regular .....	1.00@1.10n	1.00@1.10n	50 @7 $\frac{1}{2}$	
Slunks, hairless .....	45 @50n	45 @50n	25 @30	

COUNTRY HIDES.				
	Week ending June 11, '27.	Week ending June 4, '27.	Cor. week 1926.	
Heavy steers .....	$15\frac{1}{2}$ @16ax	$15\frac{1}{2}$ @16ax	9 @9 $\frac{1}{2}$	
Heavy cows .....	@15	@15	9 @9 $\frac{1}{2}$	
Bufs .....	$17\frac{1}{2}$ @18	17 @18ax	9 $\frac{1}{2}$ @10	
Extremes .....	19 @20ax	18 $\frac{1}{2}$ @20	12 @13	
Bulls .....	12 @12 $\frac{1}{2}$ ax	12 @12 $\frac{1}{2}$ ax	7 @7 $\frac{1}{2}$	
Calfskins .....	18 @18 $\frac{1}{2}$ n	17 @18n	12 $\frac{1}{2}$ @13	
Kips .....	@18n	17 @18n	11 $\frac{1}{2}$ @12	
Light calf .....	1.10@1.20	1.10@1.20	65 @70	
Deacons .....	1.10@1.20	1.10@1.20	55 @60	
Slunks, regular .....	60 @70	60 @70	55 @60	
Slunks, hairless .....	15 @20	15 @20	15 @20	
Horsehides .....	5.50@6.50	5.50@6.50	3.50@4.50	
Hogskins .....	60 @65	60 @65	20 @25	

SHEEPSKINS.				
	Week ending June 11, '27.	Week ending June 4, '27.	Cor. week 1926.	
Packer lambs .....	.....	.....	.....	
Pkr. shearings .....	@1.25	@1.12 $\frac{1}{2}$	1.27 $\frac{1}{2}$ @1.30	
Dry pelts .....	@23	20 @22	20 @23	

**GEO. H. ELLIOTT & Co.**

BROKERS

**PACKER HIDES AND SKINS**

Offerings Solicited

130 North Wells St. Chicago, Ill.



# ICE AND REFRIGERATION

## ICE NOTES.

The Commonwealth Ice and Cold Storage Co. is planning the erection of a cold storage plant in Boston, Mass.

The Jersey City Cold Storage Co., Boston, Mass., has been incorporated with a capital stock of \$225,000. Allen T. Roger, Boston, Mass.; David J. Donahue, Arlington, Mass., and Clarence J. Lamb, Pawtucket, R. I. are the incorporators.

The Producers' Cold Storage Co., Chillicothe, Mo., is planning the erection of a new cold storage plant to cost about \$35,000.

The Omaha Ice and Cold Storage Co. has completed the installation of new machinery in its plant at Fifth and Leavenworth Sts.

The Dixie Ice & Cold Storage Co., Milville, N. J., is erecting a cold storage plant.

The Galen Cold Storage Co., Clyde, N. Y., has been incorporated with a capital stock of \$100,000.

Plans are being made to erect a cold storage plant in Boone, N. C.

The Waycross Ice and Cold Storage Co., Waycross, Ga., will erect a cold storage plant.

The Albany Ice and Cold Storage Co., Albany, Ga., has been sold to C. W. Kurre and is now being operated under the name of the Kurre Ice and Cold Storage Co.

The Lewis Ice and Cold Storage Co., Dallas, Tex., has been incorporated with a capital stock of \$10,000. Austin S. Dodd and E. R. Lewis are the incorporators.

Construction of several cold storage plants, each with a capacity of 50 cars, is planned for the Rio Grande Valley by C. N. Napier, San Antonio, Tex., and others. Each plant will cost \$100,000. They

will be erected in Harlingen, San Benito, Weslaco, Donna, Brownsville and probably other towns in Texas.

The Merchants Transfer Co., San Antonio, Tex., is planning the construction of a cold storage plant. Franklin Canaday, 215 Main Ave., San Antonio, Tex., is the president of the company.

The Diamond Ice and Cold Storage Co., is building an addition to its plant.

A cold storage plant is to be erected at 110 S. Macey St., Fond du Lac, Wis., by the Smith-Mannia-Winni Co.

## DRY ICE POSSIBILITIES.

The value of dry ice as a refrigerant, according to D. H. Killeffer, in Industrial and Engineering Chemistry, is based on two facts which are reputed to make it commercially competitive with manufactured ice at 1/2 cent per pound. Probably the major advantage is in the dryness, there being no liquid to be drained away, with the resultant loss of the cooling qualities in liquid drainages or meltings. The second advantage being in the high latent heat of the carbon dioxide when passing from the solid to the gaseous state.

According to the experimenters, ice cream shipments between New York and Philadelphia that would require 3,000 pounds of manufactured ice and 600 pounds of salt, have been made with 200 pounds of dry ice. Fish shipments from New York to Detroit have been made with 1,200 pounds of carbon dioxide, as compared with 17,000 pounds of manufactured ice and 1,700 pounds of salt.

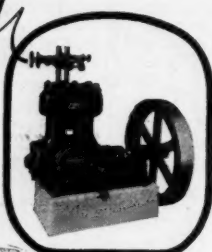
Chemists and engineers give varying opinions on the subject. The general or predominating one being that while the new refrigerant may come into use and make a place in the movement of small shipments, it cannot, on account of the high cost of manufacture, compete with manufactured ice for cooling large shipments.

## COOLING THE MEAT MARKET.

The number of retail meat markets equipped with modern refrigerating machinery increases daily.

The York Manufacturing Co., York, Pa., manufacturers of ice making and refrigerating equipment, lists the following retail-

## A Good Will Builder

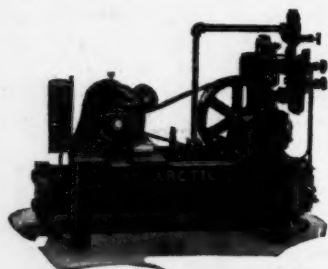
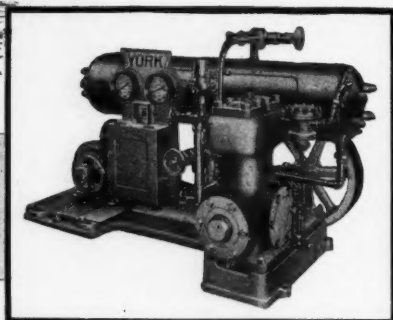


The York Refrigerating unit is furnished in capacities from one half ton upward. Either full automatic or manually controlled. There is a York to meet every refrigerating requirement.

plus a good business builder—that's "YORK"! It's dependable, engineered right, guaranteed to produce its ratings, and is being used by meat and provision merchants everywhere—by the small corner meat market and by the nationally known packers.

Write for our literature.

**YORK** Manufacturing Company  
Ice Making and Refrigerating Machinery Specialists  
York, Penna.



Arctic Junior Self-Contained Refrigerating Machine



Arctic Horizontal Ammonia Compressor

## Write This Down

The Arctic Junior satisfies

Meat Packers  
Meat Dealers  
Sausage Makers  
Provisioners

It will satisfy YOU!

Let Us Hear from You

The  
Arctic Ice Machine Co.  
Canton, Ohio

## Reliable TRADE MARK Corkboard

### The Two Things in Proper Cooling

RELIABLE CORKBOARD—plus our installation service—will result in the greatest efficiency and economy in your cooling system. We make complete installations for Packing Houses, Sausage Plants, Wholesale Meat Plants, Cold Storage Plants, etc.

Consult us, whether for material only, or complete service

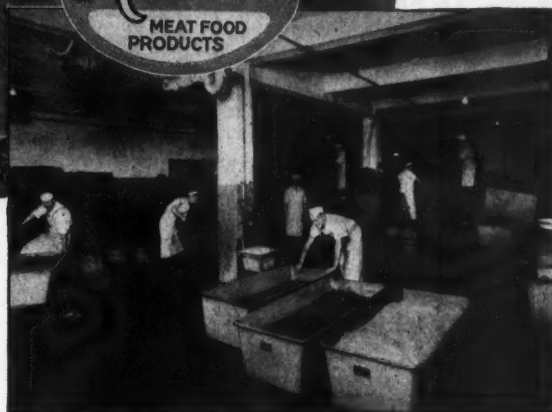
**Luse-Stevenson Co.**

307 N. Michigan Ave. Chicago





The trade-marked tag which identifies all Kern's meat products.



(Above)—The modern packing plant of George Kern, Inc., Eleventh Avenue at 40th Street, New York City. (Right)—One of the sausage mixing rooms. Novoid Corkboard on the walls of this room prevents refrigeration losses.

## Protecting Refrigeration in the Packing Plant

THE PLANT of Geo. Kern, Inc., New York City, makers of high grade meat products, is one of the most modern packing plants in the world. No expense was spared to make this plant the last word in packing plant efficiency.

When it came to corkboard insulation, for modern packing plants are always well insulated, they chose Novoid Corkboard, the corkboard which offers *Permanent Protection for All Refrigeration*. Novoid Corkboard and Cork Covering are companion products, one used for the walls and ceilings of cold rooms, the other for all cold lines. It pays to specify them for all refrigeration work.

### Novoid Corkboard Insulation

Properly processed and entirely free from "green centers" and hard-back, Novoid Corkboard meets the need for a high grade corkboard insulation and for the walls, floors, and ceilings of all cold rooms. It comes in 12" x 36" and 24" x 36" sheets, in 1", 1½", 2", 3" and 4" thicknesses. Sample and literature mailed gladly on your request.

### Novoid Cork Covering

Novoid Cork Covering is a companion product to Novoid Corkboard. Made in three standard thicknesses—Heavy Brine, for temperatures below 0° F., Brine, for temperatures from 0° F. to 25° F., Ice Water, for temperatures above 25° F. A sample of Novoid Cork Covering will be mailed also on your request.

### Send for these Bulletins

BULLETIN 271—Novoid Corkboard Insulation for insulating cold rooms and tanks.

BULLETIN 272—Novoid Molded Cork Covering and Novoid Molded Cork Fitting Jackets for all cold lines and fittings.

BULLETIN 270—Rubber-cork, the Plastic Insulation for cold fittings.



# Novoid Corkboard Insulation

CORK IMPORT CORPORATION



345 W. 40<sup>TH</sup> ST. NEW YORK.

"Permanent Protection for All Refrigeration"

ATLANTA

BOSTON

BUFFALO

CHICAGO

PHILADELPHIA

ST. LOUIS



With Frick Refrigeration your meats are always safe. They have the sure protection that has made Frick equipment the favorite with butchers for over 40 years.

Frick machines themselves are perfectly safe—they have been installed in 90 hospitals where safety and reliability are the first essentials.

Safeguard your meats with Frick Refrigeration. For storage rooms, refrigerators, and counters. Get illustrated book-let today—yours for the asking.

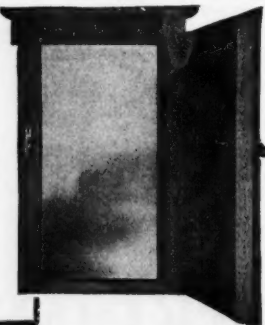
**Frick Company**  
WAYNESBORO, PA. U.S.A.  
OLD MACHINERY SUPERIOR SINCE 1887

**\*Get the 1926 Stevenson Door Book FREE** It tells why Stevenson Regular Doors are the quickest, easiest, tightest sealing of all regular doors.

Tells all about the Stevenson's 1922 Door Closer; the Stevenson "Door that Cannot Stand Open;" the Stevenson Overhead Track Door with positive acting port shutter.

Write **TODAY** for your copy

**Stevenson Cold Storage Door Co.**  
1511 West Fourth St. Chester, Penna.



## Cold Storage Insulation

All Kinds of Refrigerator Construction

Glenwood Avenue  
West 22nd St.

**JOHN R. LIVEZEY**

PHILADELPHIA, PA.

## CRESCENT 100% PURE CORKBOARD

(Made in U. S. A.)

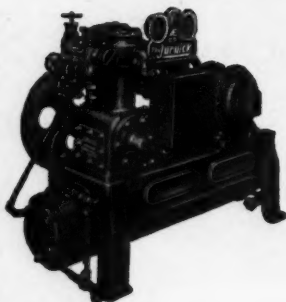
and "UNITED'S SERVICE"

provide permanent and economical Cold Storage Rooms  
**UNITED CORK COMPANIES**

LYNDHURST, N. J.

# Juruick

## REFRIGERATION



Juruick  
Refrigerating  
Unit.

Larger and more varied stocks displayed in refrigerated showcases that attract quality trade can be yours when you install

### JURUICK REFRIGERATION UNITS

Automatic control insures economy of power and water . . . and spoilage stops.

Send for Juruick Folder

**American Engineering Company**

2425 Aramingo Ave., Philadelphia, Pa.

ers who have recently installed York machinery:

Star Provision Co., Meat Market, Birmingham, Ala., one 8¾-ton refrigerating machine.

Kearney Vineyard Meat Market, Fresno, Calif., a one-ton self-contained refrigerating machine.

Espindola's Meat Market, Gilroy, Calif., one 2-ton self-contained refrigerating machine.

Bennett, Erb & Bennett Meat Market, 3165 Cabuenga boulevard, Los Angeles, Calif., one 2-ton self-contained refrigerating machine.

International Provision Co., Inc., meat market, 204 North Main street, Los Angeles, Calif., a one-ton self-contained refrigerating machine.

International Provision Co., Inc., meat market, 1104 East Seventh street, Los Angeles, Calif., a one-ton self-contained refrigerating machine.

Charles Jedziniak Meat Market, 800 Stanley street, New Britain, Conn., a one-ton self-contained refrigerating machine.

Jacob Spund, meat market, Washington, D. C., one 2-ton self-contained refrigerating machine.

A. B. Prescott, meat market, Augusta, Ga., a one-ton self-contained refrigerating machine.

W. Morrison & Son, meat market, Lisbon, Ill., a one-ton self-contained refrigerating machine.

E. E. Hammer, meat market, Princeville, Ill., a one-ton self-contained refrigerating machine.

Gus Bonner Sons, meat market, Lafayette, Ind., one 3-ton self-contained refrigerating machine.

Krause Meat Market, Fenton, Ia., one 2-ton refrigerating machine.

Esteves & Catalano Meat Market, New Orleans, La., a ¾-ton self-contained refrigerating machine.

Almond Pork Shop, 21 Lexington avenue, New Bedford, Mass., one 2-ton self-contained refrigerating machine.

George Skorich, meat market, Hibbing and Carson Lake, Minn., one-ton self-contained refrigerating machine.

Midget Meat Market, 494 North Snelling avenue, St. Paul, Minn., a one-ton self-contained refrigerating machine.

A. S. Bennett, meat market, 4132 Euclid avenue, St. Louis, Mo., a one-ton self-contained refrigerating machine.

R. Strecker, meat market, 3682 Folsom avenue, St. Louis, Mo., a one-ton self-contained refrigerating machine.

Purdy & Johnson Meat Market, Bozeman, Mont., one 2-ton self-contained refrigerating machine.

Schelegel Bros. Meat Market, Somers, Mont., one 3-ton self-contained refrigerating machine.

Fox's Cut Price Meat Market, Bordentown, N. J., one 2-ton self-contained refrigerating machine.

Nathan Strauss, meat market, 202 Broad street, Elizabeth, N. J., one 4-ton self-contained refrigerating machine.

Aberman Bros. Meat Market, 235 Pearl street, Albany, N. Y., a one-ton self-contained refrigerating machine.

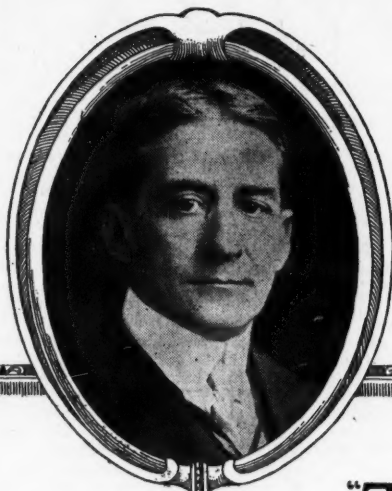
William H. Ziebarth, meat market, 81 South Park Market, Buffalo, N. Y., a one-ton self-contained refrigerating machine.

Joseph M. Schusterman, meat market, 296 Central avenue, Far Rockaway, N. Y., one 2-ton self-contained refrigerating machine.

Max Menter, meat market, 12 East Main street, Middletown, N. Y., one 4-ton self-contained refrigerating machine.

Sanitary Meat Market, Kulm, N. Dak., a 1½-ton refrigerating machine.





GERARD SWOPE

## BUSINESS PAPERS —spokesmen for industry

"THE interpretation of the ethics and ideals of business and industry to the public," said Gerard Swope, president of the General Electric Company, at the last Associated Business Papers Convention, "can have no better mouthpiece, can have no better spokesman, than the technical and business press."

This publication you hold in your hand is a business paper. The publisher and his editors and advertising men are a part of the industry which they serve intimately, acquainted with the technical, professional, or trade practices and methods of that industry, or business or vocation.

The editors pick out of the many phases of the flow of trade, news and policy trend in methods or machinery which will best serve the reader's needs. The advertising pages are a huge many-leaved coupon on the editorial section. And above all, the paper as a whole seeks to express the higher purposes and objectives of the small and large business men it serves.

For as Mr. Swope further said in his fine analysis of industry responsibility in this same address:

"It isn't necessary to be big to be successful, but it is absolutely essential to be successful to be big. You can't grow without that."



The A. B. P. is a non-profit organization whose members have pledged themselves to a working code of practice in which the interests of the men of American industry, trade and professions are placed first—a code demanding unbiased editorial pages, classified and verified paid subscribers, and honest advertising of dependable products.

THE ASSOCIATED BUSINESS PAPERS, INC.

THE NATIONAL PROVISIONER is the only A. B. P. publication in the meat packing and allied industries

# Chicago Section

R. L. Lennox, manager of the Windsor, Ont., branch house of the Swift Canadian Co., was a Chicago visitor during the week.

Packers' purchases at Chicago for the first four days of this week totaled 37,219 cattle, 12,556 calves, 142,355 hogs and 19,124 sheep.

F. E. Stonestreet, manager of the Place Viger market of the Swift Canadian Company in Montreal, was in the city during the week.

W. T. Riley, well-known Philadelphia packinghouse broker, was in Chicago this week acting in his accustomed capacity of personal bodyguard for John J. Felin, leading Philadelphia packer. As usual Mr. Riley wore his iron hat.

A. C. Hofmann, Jr., president and general manager of A. C. Hofman & Sons, Syracuse, N. Y., in town for the packers' special convention, was out at the yards looking over the latest wrinkles in plant operation. Gus watches both "make right" and "sell right."

Roy Huggins has disposed of his interests with Reid Brothers, Miami, Fla., and returned to Indianapolis to join with F. D. Gardner & Co., Indiana distributors of butchers and packers equipment, including the automatic electric ice machines and electric refrigerators.

George Elliott, of Geo. H. Elliott & Co., 130 North Wells street, Chicago, brokers specializing in large and small packer hides and skins, returned recently from a trip through the eastern field. George Elliott is one of the most popular hide brokers in the industry.

**H. C. GARDNER F. A. LINDBERG**  
**GARDNER & LINDBERG**  
ENGINEERS  
Mechanical, Electrical, Architectural  
SPECIALTIES, Packing Plants, Cold Storage,  
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lations, Investigations  
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**H. P. Henschien R. J. McLaren**  
**HENSCHEN & McLAREN**  
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1637 Prairie Ave. Chicago, Ill.  
PACKING PLANTS AND COLD STORAGE  
CONSTRUCTION

**Fred J. Anders Chas. H. Reimers**  
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**M. P. BURT & COMPANY**  
Engineers & Architects  
Packinghouse and Cold Storage Designing—Con-  
sultation on Power and Operating Costs, Curing,  
etc. You profit by our 28 years' experience.  
Lower construction cost. Higher efficiency.  
206-7 Falls Bldg., MEMPHIS, TENN.

**Chas. F. Kamrath H. C. Christensen**  
**KAMRATH & CHRISTENSEN**  
Architectural Engineering  
Specializing in  
Packing Plants, Cold Storage, Car Icing  
111 W. Jackson Blvd. Chicago, Ill.

Prices realized on Swift & Company sales of carcass beef in Chicago for week ending June 4, 1927, on shipments sold out were as follows: Cows, common to good, 11@16c; steers, common to medium, 14@16.5c; steers, good to choice, 17@20c, and averaged 16.22 cents a pound.

Provision shipments from Chicago for the week ending June 4, with comparisons, are reported as follows:

	Last week.	Prev. week.	Cor. week, 1926.
Cured Meats, lbs.....	12,004,000	15,353,000	15,224,000
Fresh meats, lbs.....	38,827,000	38,499,000	35,911,000
Lard, lbs.....	4,524,000	6,213,000	5,768,000

The many friends of Edward Innes, superintendent of the Chicago plant of Armour and Company, will be glad to know he is improving after a recent operation at Mayo Brothers' Hospital, Rochester, Minn. He has been ill for some time, but is now reported as on the road to recovery.

W. Hartman, of Fabrica de Manteca Industrial de Cueto y Compania S. A., well-known importers and handlers of lard in Havana, Cuba, was in Chicago this week in the course of an American trip. While here he took the opportunity to meet the packers at the special Institute convention at the Drake Hotel.

Friends of Paul J. Daemicke, Jr., head of the Paul J. Daemicke Refrigerator Company, well-known butcher supply dealers, were shocked to learn that he had committed suicide with a revolver late in the week. Ill health and business reverses were believed to be the reasons for his act. He was 36 years of age.

The trade was shocked this week to learn of the sudden death of A. H. Verrinder, advertising manager of the Paterson Parchment Paper Co., of Passaic, N. J. Mr. Verrinder was ill only a few days with pneumonia. He leaves a wife and family, as well as a host of friends, to mourn his untimely passing. He was one of the main cogs in the campaign which has made Paterson parchment so well known in the trade.

## Packing House Products

Oldest Brokers in Our Line

Tallow Grease Provisions Oils  
**The Davidson Commission Co.**  
Tankage Bones Cracklings Hog Hair  
Carcass Beef—P. S. Lard—Green Pork  
Boneless Beef—Ref. Lard—Cured Pork  
Quick Reliable Service Guaranteed  
Eight Phones Postal Telegraph Building  
All Working CHICAGO, ILL.

L. H. Lang, well-known packinghouse and biological products broker of New York, passed through Chicago this week on his way home from a visit to his 84-year-old father in Winona, Minn. The elder Mr. Lang went to Winona in 1868 on a visit, and liked the place so well that he remained there and established himself in the packing business. He has in recent years relinquished active control of the plant to two sons who remained with him in the business.

Charles Kerber, head of the Kerber Packing Co., of Elgin, Ill., was a conspicuous member in attendance at the special convention of the Institute of American Meat Packers held this week at the Drake Hotel. Mr. Kerber was a member of the first board of directors of the American Meat Packers Association, and his many friends welcomed him back after many years' absence. He was accompanied by E. H. Redeker, general manager of the plant, who has always taken an active interest in the industry's affairs, and who attends all meetings.

## CANADIAN MEAT-LARD IMPORTS.

Imports of meat and lard into Canada during April are reported as follows:

Beef, fresh.....	3,331
Mutton and lamb.....	114,354
Pork, fresh.....	90,000
Other fresh meats.....	1,312
Bacon and hams.....	76,200
Canned meats.....	391,761
Beef pickled.....	3,060
Dried or smoked meats, n. o. p.....	4,592
Pork, in brine.....	343,425
Pork, D. S.....	1,847
Sausage.....	24,063
Other salted meats, n. o. p.....	1,454
Lard.....	2,770
Lard compound.....	115,487

## CANADIAN MEAT STOCKS.

Stocks of meats in Canada on May 1, 1927, and on the corresponding date of 1926, as reported to the United States Department of Commerce, were as follows:

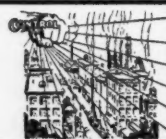
	May 1, 1926	May 1, 1927
Pork.....	34,822,200	47,466,543
Lard.....	4,491,782	5,013,483
Beef.....	8,543,127	14,974,179
Veal.....	662,515	986,046
Mutton and Lamb.....	1,900,047	2,443,305

## C. W. RILEY, Jr.

BROKER

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Provisions, Oils, Greases and Tallow  
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METROPOLITAN BANK BLDG.

MINNEAPOLIS, MINNESOTA

## PACKERS ARCHITECTURAL & ENGINEERING CO.

WILLIAM H. KNEHANS, Chief Engineer

## ABATTOIR PACKING AND COLD STORAGE PLANTS

Manhattan Building, Chicago, Ill.

Cable Address, Pacarco

## Packers' Traffic Problems

Items under this head cover matters of general and particular interest to the meat and allied industries in connection with traffic and transportation problems, rate hearings and decisions, etc. Further information on these subjects may be obtained by writing to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill.

### BEDDING CASE DECIDED.

In a decision dated May 31 and released June 7, 1927, the Interstate Commerce Commission has again passed upon the rates and rules applicable to the bedding of livestock cars. The territories affected are the Eastern territory on all shipments from west of Pittsburgh and Buffalo, and the Western territory lying east of the Rocky Mountains. Shipments from western markets into both Eastern and South-eastern packing centers are affected.

Traffic experts familiar with this litigation, which has been before the commission for several years, express the belief that this will settle several questions long in dispute. Among these are the following important ones:

1—It is declared to be the duty of a carrier to furnish suitably bedded cars.

2—The term "bedding" is held to include not only material for footing, but material sufficient to enable the animals to lie down and rest, and to ride comfortably and safely to destination.

3—The shipper may specify the kind and quantity of bedding, but if this fails to protect the shipment, the carrier is not excused.

4—The shipper is privileged to specify up to one inch of sand, or up to two bales of hay or straw per deck, without paying extra therefor.

### Railroads Are Criticized.

The commission again scores the Eastern carriers for their second attempt to lessen their service; lessen their common carrier obligation; to force the shippers to employ outside agencies to furnish bedding, when such concerns are not subject to regulation by the commission. This particularly applies at public stock yards.

The commission says in part: "It seems to us that the carriers in Central territory are again endeavoring to accomplish what we previously declined to approve."

Moreover, the commission states that "the kind and quantity of bedding essential vary according to climatic and other conditions, but whatever is reasonably necessary to safe transportation the carrier is, by law, required to furnish."

### Rates and Charges for Bedding.

The commission orders in rules substantially the same as recommended by protesting shippers, and which were reproduced in a previous issue of THE NATIONAL PROVISIONER. These hold the present charges in effect for the standard bedding, and are as follows:

1. Except as otherwise provided in these rules, the floors of cars into which livestock is to be loaded must be bedded with sand, hay, straw, or like suitable material:

(a) When livestock is handled exclusively in switch movement, bedding will not be required where unbedded cars are ordered by the shipper in writing.

(b) Cars to be loaded with hogs, sheep

or goats must not be bedded with cinders.

2. The shipper may order bedding in such amounts as he desires up to one inch of sand or two bales of hay or straw for each deck. If orders for specified amounts of bedding are not received from the shipper, the floors of cars into which livestock is to be loaded will be bedded by the carrier with one-half inch of sand, or two bales of hay or straw per deck.

3. The charges for the materials and service designated in rule 2 will be as follows:

(a) When shipper furnishes the material and places it in the car—no charge.

(b) When carrier furnishes the material and the shipper places it in the car, the charges for the material will be as follows: For single deck car, \$0.75; for double deck car, \$1.00.

(c) When carrier furnishes the material and places it in the car, the charge will be as follows: For single deck car, \$1.00; for double deck car, \$1.50.

4. When the shipper desires bedding and orders material in writing from the carrier in excess of the quantities specified in the first sentence of rule 2, it will be furnished and placed in the car at additional cost, as follows, and must be paid for by the shipper, consignee, or owner:

(a) When carrier furnishes the material and the shipper places it in the car:

For each additional inch of sand or less: For single deck car, \$0.75; for double deck car, \$1.00. For each additional bale of hay or straw, 50c.

When carrier furnishes the material and places it in the car: For each additional inch of sand or less: For single deck car, \$1.00; for double deck car, \$1.50. For each additional bale of hay or straw, \$0.75.

5. (a) When a double deck car is ordered by the shipper, but the carrier at its convenience furnishes two single deck cars, the charge for bedding furnished will be the same as for the kind of car ordered.

(b) When a single deck car is ordered by the shipper but the carrier at its convenience furnishes a double deck car, and only one deck is loaded, the charge will be the same as for a single deck car.

(c) When a single deck car is ordered by the shipper, and the carrier, at its convenience, furnishes a double deck car, and both decks are bedded and loaded, the charges applicable to a double deck car will apply.

6. When livestock is transferred en route for carrier's convenience, sand, hay, straw or material of a similar nature will be provided by the carrier and placed in the car, without charge.

7. When livestock is stopped in transit at the request of the shipper, consignee or owner, for the purpose of trying an intermediate market, to comply with quarantine regulations, or for grazing in transit and a newly bedded car is furnished, the provisions of rules 1, 2, 3 (a), (b) and (c), and rules 4 and 5 will apply, except that when stopped in compliance with state or federal laws for feed, water or rest, no charge will be made.

8. When the shipper orders in writing an unbedded car for livestock handled exclusively in switch movement, or when the carrier furnishes a car containing old bedding, and places no new bedding therein, no charge will be made.

9. (a) Charges for bedding when not paid by the shipper must be entered on livestock contract and waybilled as "bedding charge."

(b) When bedding in excess of the maximum amount specified in rule 2 is ordered, notation of the amount ordered must be entered on the waybill.

10. Nothing in these rules shall be construed as relieving a carrier from such liability as may rest upon it for actual loss, damage or injury caused by it through failure to furnish suitably bedded cars.



# Have Them Sell it Sliced

Quality Imported Corned Beef is a generous profit-maker for the distributor who encourages his retailers to sell it sliced. Introduce the No. 6 size to a few of your best customers. Have them sell it sliced and observe how quickly they repeat—and keep repeating.

This is one of many ways distributors are winning and holding trade with Quality Imported Corned Beef. Send the coupon for complete information.

Packed in two popular sizes. The No. 6 size containing 6 lbs. net, is best for slicing. It is ideal for retailers, hotels, restaurants, clubs and institutions. The No. 1 size contains 12 oz. net, and is convenient for home use.

*John M. Clair*



Republic Food Products Co.,  
4053 So. La Salle St.,  
Chicago, Ill.

## QUALITY IMPORTED Corned Beef

John M. Clair,  
REPUBLIC FOOD PRODUCTS CO.,  
4053 So. La Salle St., Chicago, Ill.  
Please send us full details of your offer to distributors. Also free sample.

Name .....  
Address .....  
Buyer .....

### PORK EXPORTS IN 1926.

Exportation of fresh pork has fallen off since 1923, when a peak exportation of approximately 55,000,000 pounds was reached, according to figures of the U. S. Department of Commerce. In 1926 exports had dropped to 15,564,381 pounds. The greatest decrease occurred in the countries of Europe, while the countries of South and Central America have held about an even trend for the five-year period. Exports for 1924, 1925 and 1926 follow:

	1924 Pounds.	1925 Pounds.	1926 Pounds.
Belgium .....	258,727	.....	26,285
Germany .....	2,300,727	403,005	668,810
Norway .....	88,890	152,401	72,140
United Kingdom..	10,007,706	13,208,462	10,540,966
Canada .....	3,837,191	1,914,014	917,589
Newfoundland and Labrador .....	57,400	81,346	161,000
Cuba .....	2,017,073	2,025,066	2,100,878
Mexico .....	137,194	180,408	146,419
Panama .....	419,467	554,060	487,464
Italy .....	3,903,412	202,241	.....
Other countries...	635,474	999,881	417,830
Total .....	32,803,201	19,820,940	15,564,381



# Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

## CASH PRICES.

Based on Actual Carlot Trading, Thursday, June 9, 1927.

### Green Meats.

Regular Hams—		
8-10 lbs. avg.	@18	
10-12 lbs. avg.	@17	
12-14 lbs. avg.	@16½	
14-16 lbs. avg.	@16¼	
16-18 lbs. avg.	@16½	
18-20 lbs. avg.	@16½	
Skinned Hams—		
14-16 lbs. avg.	@18	
16-18 lbs. avg.	@18	
18-20 lbs. avg.	@17½	
20-22 lbs. avg.	@17½	
22-24 lbs. avg.	@15½	
24-26 lbs. avg.	@15½	
26-30 lbs. avg.	@15½	
Picnics—		
4-6 lbs. avg.	@13	
6-8 lbs. avg.	@10½	
8-10 lbs. avg.	@10½	
10-12 lbs. avg.	@10½	
12-14 lbs. avg.	@10½	
Bellies—(square cut and seedless)		
6-8 lbs. avg.	@21½	
8-10 lbs. avg.	@20	
10-12 lbs. avg.	@17½	
12-14 lbs. avg.	@16½	
14-16 lbs. avg.	@16	
16-20 lbs. avg.	@15½	

### Pickled Meats.

Regular Hams—		
8-10 lbs. avg.	@20½	
10-12 lbs. avg.	@19½	
12-14 lbs. avg.	@19	
14-16 lbs. avg.	@18½	
16-18 lbs. avg.	@18½	
18-20 lbs. avg.	@18½	
Boiling Hams—(house run)		
16-18 lbs. avg.	@19	
18-20 lbs. avg.	@19	
20-22 lbs. avg.	@18½	
Skinned Hams—		
14-16 lbs. avg.	@20	
16-18 lbs. avg.	@19½	
18-20 lbs. avg.	@19½	
20-22 lbs. avg.	@18½	
22-24 lbs. avg.	@18	
24-26 lbs. avg.	@17½	
26-30 lbs. avg.	@17½	
Picnics—		
4-6 lbs. avg.	@14	
6-8 lbs. avg.	@11½	
8-10 lbs. avg.	@11½	
10-12 lbs. avg.	@11½	
12-14 lbs. avg.	@11	
Bellies—(square cut and seedless)		
6-8 lbs. avg.	@22½	
8-10 lbs. avg.	@21	
10-12 lbs. avg.	@18½	
12-14 lbs. avg.	@17½	
14-16 lbs. avg.	@17	
16-20 lbs. avg.	@16½	

### Dry Salt Meats.

Extra short clears, 35/45	@12½	
Extra short ribs, 35/45	@12½	
Regular plates, 6-8	@11½	
Clear plates, 4-6	@9	
Jowl butts	@8½	
Fat Backs—		
8-10 lbs. avg.	@9½	
10-12 lbs. avg.	@9½	
12-14 lbs. avg.	@10	
14-16 lbs. avg.	@10½	
16-18 lbs. avg.	@11	
18-20 lbs. avg.	@11½	
20-25 lbs. avg.	@12	
Clear Bellies—		
16-18 lbs. avg.	@14½	
18-20 lbs. avg.	@13½	
20-25 lbs. avg.	@13½	
25-30 lbs. avg.	@13½	
30-35 lbs. avg.	@13½	
35-40 lbs. avg.	@13½	
40-50 lbs. avg.	@12½	

## FUTURE PRICES.

Official Board of Trade Range of Prices.

SATURDAY, JUNE 4, 1927.

	Open.	High.	Low.	Close.
LARD—				
July	12.70	12.65	12.65	12.70
Sept.	12.95	12.85	12.85	12.92½
Oct.	13.02½	12.95	12.95	13.02½
CLEAR BELLIES—				
July	14.05	13.90	14.05	14.30
Sept.	14.35	14.25	14.35	14.45
SHORT RIBS—				
July			12.60	12.65
Sept.	12.75	12.70	12.70	12.80

MONDAY, JUNE 6, 1927.

	Open.	High.	Low.	Close.
LARD—				
July	12.57½	12.57½	12.50	12.50b
Sept.	12.80-77½	12.80	12.70	12.70b
Oct.	12.90	12.90	12.80	12.80
CLEAR BELLIES—				
July	13.95	13.95	13.90	13.90b
Sept.	14.30	14.30	14.25	14.25ax
SHORT RIBS—				
July				12.27½ax
Sept.	12.50	12.50	12.50	12.50ax

TUESDAY, JUNE 7, 1927.

	Open.	High.	Low.	Close.
LARD—				
July	12.40	12.55	12.40	12.55b
Sept.	12.62½-65	12.80	12.57½	12.77½
Oct.	12.75-72½	12.87½	12.67½	12.87½ax
CLEAR BELLIES—				
July	13.85	13.90	13.70	13.90
Sept.	14.15	14.20	13.95	14.20
SHORT RIBS—				
July	12.00	12.05	12.00	12.05b
Sept.	12.45	12.45	12.20	12.27½b

WEDNESDAY, JUNE 8, 1927.

	Open.	High.	Low.	Close.
LARD—				
July	12.57½	12.65	12.55	12.55
Sept.	12.82½	12.85	12.75	12.75-77½
Oct.	12.95	12.95	12.87½	12.87½ax
CLEAR BELLIES—				
July	13.90	13.90	13.87½	13.87½ax
Sept.				14.10ax
SHORT RIBS—				
July	12.05	12.15	12.00	12.12½ax
Sept.	12.35	12.40	12.30	12.35

THURSDAY, JUNE 9, 1927.

	Open.	High.	Low.	Close.
LARD—				
July	12.52½-55	12.65	12.52½	12.65ax
Sept.	12.75-77½	12.87½	12.70	12.85
Oct.	12.85	12.97½	12.85	12.95
CLEAR BELLIES—				
July	13.90	13.90	13.90	13.90
Sept.	14.15	14.20	14.15	14.20
SHORT RIBS—				
July	12.05	12.07½	12.02½	12.07½b
Sept.	12.35	12.40	12.27½	12.37½ax

Friday, June 10, 1927.

	Open.	High.	Low.	Close.
LARD—				
July	12.80-87½	12.87½	12.77½	12.80b
Sept.	13.05-10	13.10	13.00	13.02½
Oct.	13.15	13.17½	13.07½	13.12½-15ax
CLEAR BELLIES—				
July	14.00	14.25	14.00	14.15
Sept.	14.35	14.55	14.35	14.55b
SHORT RIBS—				
July	12.35	12.65	12.35	12.45ax
Sept.	12.70	12.90	12.65	12.70b
Oct.	12.90	12.90	12.70	12.70ax

## MEAT INSPECTION CHANGES.

Recent meat inspection changes are announced as follows by the U. S. Bureau of Animal Industry:

**Meat Inspection Granted.**—\*Montrose Beef Co., 188 No. Main street, Pittston, Pa.; LaTouraine Co., Inc., 850 Washington street, New York, N. Y.

**Meat Inspection Withdrawn.**—\*The Jersey City Stock Yards Co., Jersey City, N. J.; \*Louis Pfaelzer & Sons, Chicago; \*J. & D. M. White, Boston, Mass.; H. E. Whitaker Co., Philadelphia, Pa.; Benjamin Eskolsky, New York, N. Y.

**Meat Inspection Extended.**—\*Swift & Co., Harrisburg, Pa., to include the Brelsford Packing Storage Co.

\*Conducts slaughtering.

## CHICAGO HOG PURCHASES.

Purchases of hogs by Chicago packers for the week ending Thursday, June 9, 1927, with comparisons, were as follows:

	Week ending June 9.	Prev. week.	Cor. week.
Armour & Co.	12,054	8,393	10,403
Anglo-American Prov. Co.	9,574	5,101	4,989
Swift & Co.	18,468	8,884	12,304
G. H. Hammond Co.	7,970	4,901	6,877
Morris & Co.	11,022	8,194	9,075
Wilson & Co.	12,088	7,274	9,190
Boyd-Lunham Co.	7,843	4,409	6,794
Western Pkg. & Prov. Co.	9,018	6,885	7,900
Roberts & Oake	8,338	4,587	6,932
Miller & Hart	8,381	5,206	5,056
Independent Packing Co.	6,774	3,717	7,272
Brennan Packing Co.	6,300	3,900	7,162
Agar Packing Co.	3,900	2,000	1,500
Total	122,930	73,451	86,081

## CHICAGO RETAIL FRESH MEATS.

### Beef.

	No. 1.	No. 2.	No. 3.
Rib roast, heavy end	25	22	12
Rib roast, light end	45	28	20
Chuck roast	34	20	14
Steaks, round	40	30	20
Steaks, sirloin, first cut	40	32	25
Steaks, porterhouse	50	37	25
Steaks, flank	28	25	18
Beef stew, chuck	20	18	12½
Corned briskets, boneless	24	22	18
Corned plates	16	12	10
Corned rumps, boneless	25	22	18

### Lamb.

	Good.	Com.
Hindquarters	45	30
Legs	20	15
Stews	20	15
Chops, shoulder	25	20
Chops, rib and loin	55	25
Mutton.		
Legs	26	..
Stew	10	..
Shoulders	16	..
Chops, rib and loin	35	..

### Pork.

Loins, whole, 8@10 avg.	24	@26
Loins, whole, 10@12 avg.	23	@24
Loins, whole, 12@14 avg.	20	@22
Loins, whole, 14 and over	18	@20
Chops	26	@28
Shoulders	20	@22
Butts	20	@23
Spareribs	20	@15
Hocks	20	@14
Leaf lard, unrendered	20	@15

### Veal.

Hindquarters	32	@36
Forequarters	18	@24
Legs	32	@36
Breasts	14	@18
Shoulders	12	@24
Outlets	20	@40
Rib and loin chops	20	@35

### Butchers' Offal.

Suet	@6
Shop fat	@3
Bones, per 100 lbs.	@50
Calf skins	@15
Kips	@13
Deacons	@12

## CURING MATERIALS.

	Bbls.	Sacks.
Nitrate of Soda, 1 c. 1. Chicago	9%	
Double refined saltpetre, gran., 1 c. 1.	6%	6%
Crystals	8	7%
Double refined nitrate of soda, f. o. b.		
N. Y. S. S., carloads	3%	3%
Less than carloads, granulated	4%	4%
Crystals	5%	5%
Kegs, 100@200 lbs., 1c more		
Boric acid, in carloads, powdered, in bbls.	9	8½
Crystals to powdered, in bbls., in 5-ton lots or more	9%	9%
In bbls. in less than 5-ton lots	9½	10
Borax, carloads, powdered, in bbls.	5	4%
In ton lots, gran. or powdered, in bbls.	5½	5
Salt—		
Granulated, car lots, per ton, f.o.b. Chicago		\$6.00
Medium, car lots, per ton, f.o.b. Chicago		9.10
Rock, car lots, per ton, f.o.b. Chicago		6.00
Sugar—		
Raw sugar, 96 basis, f.o.b. New Orleans	@5.00	
Second sugar, 90 basis	None	
Syrup, testing 63 and 65 combined sucrose and invert, New York	@.41	
Standard granulated f.o.b. refiners (2%)	@6.10	
Packers' curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2%	@5.70	
Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2%	@5.00	

## PURE VINEGARS

A. P. CALLAHAN & COMPANY

307 S. MICHIGAN STREET

CHICAGO, ILL.

## CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

## Carcass Beef.

	Week ending, June 11.	Cor. week, 1926.
Prime native steers.....	19 @20	17 @19
Good native steers.....	16 @18	15 @17
Medium steers.....	14 @16	13 @16
Heifers, good.....	13 @16	13 @16
Cows.....	11 @16	10 @16
Hind quarters, choice.....	23 @25	24 @24
Fore quarters, choice.....	16 @16	15 @15

## Beef Cuts.

Steer Loins, No. 1.....	42 @42	30 @30
Steer Loins, No. 2.....	36 @36	28 @28
Steer Short Loins, No. 1.....	54 @54	39 @39
Steer Short Loins, No. 2.....	48 @48	35 @35
Steer Loin Ends (hips).....	30 @30	23 @23
Steer Loin Ends, No. 2.....	29 @29	22 @22
Cow Loins.....	18 @18	21 @21
Cow Short Loins.....	30 @30	18 @18
Cow Loin Ends (hips).....	13 @13	10 @10
Steer Ribs, No. 1.....	27 @27	20 @20
Steer Ribs, No. 2.....	25 @25	19 @19
Cow Ribs, No. 1.....	18 @18	16 @16
Cow Ribs, No. 2.....	16 @16	14 @14
Cow Ribs, No. 3.....	14 @14	12 @12
Steer Rounds, No. 1.....	19 @19	16 1/2 @16 1/2
Steer Rounds, No. 2.....	18 1/2 @18 1/2	16 @16
Steer Chucks, No. 1.....	14 1/2 @14 1/2	12 @12
Steer Chucks, No. 2.....	13 1/2 @13 1/2	11 1/2 @11 1/2
Cow Rounds.....	12 @12	10 3/4 @10 3/4
Cow Chucks.....	12 @12	10 @10
Steer Plates.....	11 1/2 @11 1/2	11 @11
Medium Plates.....	10 @10	11 @11
Briskets, No. 1.....	16 @16	17 @17
Briskets, No. 2.....	12 @12	13 @13
Steer Navel Ends.....	9 @9	8 @8
Cow Navel Ends.....	9 @9	8 @8
Fore Shanks.....	8 1/2 @8 1/2	8 @8
Hind Shanks.....	8 @8	8 @8
Rolls.....	20 @20	20 @20
Strip Loins, No. 1, boneless.....	50 @50	45 @45
Strip Loins, No. 2.....	40 @40	35 @35
Strip Loins, No. 3.....	35 @35	30 @30
Sirloin Butts, No. 1.....	36 @36	30 @30
Sirloin Butts, No. 2.....	25 @25	20 @20
Sirloin Butts, No. 3.....	25 @25	20 @20
Beef Tenderloins, No. 1.....	70 @70	65 @65
Beef Tenderloins, No. 2.....	65 @65	60 @60
Rump Butts.....	18 @18	18 @18
Flank steaks.....	20 @20	14 @14
Shoulder Clods.....	15 @15	10 @10
Hanging Tenderloins.....	10 @10	10 @10

## Beef Products.

Brains (per lb.).....	11 @11	12 @12
Hearts.....	8 @8	12 @12
Tongues.....	29 @29	29 1/2 @29 1/2
Sweetbreads.....	40 @40	32 @32
Ox-Tail, per lb.....	10 @10	5 @5
Fresh Tripe, plain.....	6 @6	4 @4
Fresh Tripe, H. C.....	7 1/2 @7 1/2	6 1/2 @6 1/2
Livers.....	13 @13	10 @10
Kidneys, per lb.....	10 1/2 @10 1/2	10 @10

## Veal.

Choice Carcass.....	20 @20	21 @21
Good Carcass.....	15 @15	16 @16
Good Saddle.....	20 @20	30 @30
Good Backs.....	12 @12	15 @15
Medium Backs.....	10 @10	12 @12

## Veal Products.

Brains, each.....	12 @12	13 @13
Sweetbreads.....	44 @44	45 @45
Calf Livers.....	24 @24	37 @37

## Lamb.

Choice Lambs.....	35 @35	37 @37
Medium Lambs.....	32 @32	35 @35
Choice Saddle.....	34 @34	36 @36
Medium Saddle.....	33 @33	35 @35
Choice Fores.....	30 @30	30 @30
Medium Fores.....	28 @28	28 @28
Lamb Fries, per lb.....	32 @32	32 @32
Lamb Tongues, each.....	13 @13	13 @13
Lamb Kidneys, per lb.....	25 @25	25 @25

## Mutton.

Heavy Sheep.....	10 @10	10 @10
Light Sheep.....	15 @15	15 @15
Heavy Saddle.....	12 @12	12 @12
Light Saddle.....	18 @18	18 @18
Heavy Fores.....	8 @8	8 @8
Light Fores.....	12 @12	12 @12
Mutton Legs.....	20 @20	20 @20
Mutton Loins.....	20 @20	20 @20
Mutton Stew.....	10 @10	10 @10
Sheep Tongues, each.....	13 @13	13 @13
Sheep Heads, each.....	10 @10	10 @10

## Fresh Pork, Etc.

Dressed Hogs.....	17 1/2 @17 1/2	19 @19
Pork Loins, 8 @10 lbs. avg.....	22 @22	22 @22
Hams.....	22 @22	30 @30
Belilles.....	26 @26	29 @29
Calas.....	15 @15	15 @15
Skinned Shoulders.....	14 @14	14 @14
Tenderloins.....	45 @45	60 @60
Spare Ribs.....	12 @12	15 @15
Leaf Lard.....	13 @13	15 @15
Back Fat.....	15 @15	15 @15
Butts.....	15 @15	15 @15
Hocks.....	15 @15	15 @15
Tails.....	13 @13	13 @13
Neck Bones.....	5 @5	5 @5
Tail Bones.....	12 @12	12 @12
Slip Bones.....	9 @9	9 @9
Blade Bones.....	15 @15	15 @15
Pigs' Feet.....	6 @6	8 @8
Kidneys, per lb.....	10 @10	11 @11
Livers.....	4 @4	5 @5
Brains pork barrels, each.....	15 @15	17 1/2 @17 1/2
Ears.....	9 @9	9 @9
Snouts.....	9 @9	9 @9
Heads.....	10 @10	10 @10

## DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. carton.....	27 @27
Country style sausage, fresh in link.....	19 @19
Country style sausage, fresh in bulk.....	17 @17
Country style sausage, smoked.....	24 @24
Mixed sausage, fresh.....	21 @21
Frankfurts in sheep casings.....	19 @19
Frankfurts in hog casings.....	16 @16
Bologna in beef bungs, choice.....	14 1/2 @14 1/2
Bologna in cloth, paraffined, choice.....	16 @16
Bologna in beef middles, choice.....	18 @18
Liver sausage in hog bungs.....	23 @23
Liver sausage in beef rounds.....	17 @17
Head cheese.....	21 @21
New England luncheon specialty.....	17 @17
Liberty luncheon specialty.....	21 @21
Mixed luncheon specialty.....	17 @17
Tongue sausage.....	25 @25
Blood sausage.....	17 @17
Polish sausage.....	18 @18
Souse.....	15 @15

## DRY SAUSAGE.

Cervelat, choice, in hog bungs.....	54 @54
Cervelat, new condition, in hog bungs.....	23 @23
Cervelat, new condition, in beef middles.....	23 @23
Thuringer Cervelat.....	26 @26
Farmer.....	22 @22
Holsteiner.....	16 @16
B. C. Salami, choice.....	40 @40
Milano Salami, choice in hog bungs.....	50 @50
B. C. Salami, new condition.....	27 @27
Frisses, choice, in hog middles.....	43 @43
Genoa style Salami.....	56 @56
Pepperoni.....	45 @45
Mortadella, new condition.....	27 @27
Capicola.....	56 @56
Italian style hams.....	46 @46
Virginia hams.....	53 @53

## SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	
Small tins, 2 to crate.....	7.00
Large tins, 1 to crate.....	8.00
Frankfurt style sausage in sheep casings—	
Small tins, 2 to crate.....	8.50
Large tins, 1 to crate.....	9.50
Frankfurt style sausage in pork casings—	
Small tins, 2 to crate.....	7.50
Large tins, 1 to crate.....	9.00
Smoked link sausage in pork casings—	
Small tins, 2 to crate.....	7.50
Large tins, 1 to crate.....	8.50

## SAUSAGE MATERIALS.

Regular pork trimmings.....	7 1/2 @7 1/2
Special lean pork trimmings.....	13 1/2 @13 1/2
Extra lean pork trimmings.....	15 1/2 @15 1/2
Neck bone trimmings.....	10 @10
Pork cheek meat.....	9 @9
Pork hearts.....	6 1/2 @6 1/2
Fancy boneless ball meat (heavy).....	13 1/2 @13 1/2
Boneless chucks.....	12 1/2 @12 1/2
Shank meat.....	12 1/2 @12 1/2
No. 1 beef trimmings.....	12 1/2 @12 1/2
Beef hearts.....	7 1/2 @7 1/2
Beef cheeks (trimmings).....	7 @7
Dr. canner cows, 300 lbs. and up.....	9 1/2 @9 1/2
Dr. cutters, 400 lbs. and up.....	10 1/2 @10 1/2
Dr. bologna bulls, 500 @700 lbs.....	11 @11
Beef tripe.....	3 1/2 @3 1/2
Cured pork tongues (can trim.).....	18 @18

(These are prices to wholesalers on material packed in new slack barrels for shipment.)

## SAUSAGE CASINGS.

## (F. O. B. CHICAGO.)

Beef rounds, domestic, 180 sets per tierce.....	18 @.20
Beef rounds, domestic, 140 sets per tierce.....	28 @.32
Beef rounds, export, 225 sets per tierce.....	26 @.30
Beef middles, 110 sets per tierce, per set.....	1.20 @1.25
Beef bungs, No. 1, 400 pieces per tierce.....	22 @.24
Beef bungs, No. 2, 400 pieces per tierce.....	16 @.16
Beef weasands, No. 1, per piece.....	10 @.12
Beef weasands, No. 2, per piece.....	10 @.08
Beef bladders, small, per dozen.....	1.85 @2.00
Beef bladder, medium, per dozen.....	2.25 @2.50
Beef bladders, large, per dozen.....	3.00 @3.10
Hog casings, medium, per bbl. 100 yds.....	2.25 @2.50
Hog casings, narrow, per bbl. 100 yds.....	3.00 @3.10
Hog middles, without cap, per set.....	2.25 @2.50
Hog middles, with cap, per set.....	3.75 @3.85
Hog bungs, export.....	2.25 @2.50
Hog bungs, large prime.....	2.25 @2.50
Hog bungs, medium.....	2.25 @2.50
Hog bungs, small prime.....	1.00 @1.10
Hog bungs, narrow.....	2.25 @2.50
Hog stomachs, per piece.....	.07 @.08

## VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.....	14.00 @14.00
Homeycomb tripe, 200-lb. bbl.....	16.00 @16.00
Pocket homeycomb tripe, 200-lb. bbl.....	18.00 @18.00
Pork feet, 200-lb. bbl.....	17.50 @17.50
Pork tongue, 200-lb. bbl.....	68.00 @68.00
Lamb tongues, long cut, 200-lb. bbl.....	42.00 @42.00
Lamb tongues, short cut, 200-lb. bbl.....	51.00 @51.00

## BARBELED PORK AND BEEF.

Meas pork, regular.....	30.00 @30.00
Family back pork, 20 to 34 pieces.....	32.00 @32.00
Family back pork, 35 to 45 pieces.....	34.00 @34.00
Clear back pork, 40 to 50 pieces.....	36.50 @36.50
Clear plate pork, 25 to 35 pieces.....	22.00 @22.00
Clear plate pork, 25 to 35 pieces.....	22.00 @22.00
Brisket pork.....	30.50 @30.50
Beann pork.....	20.50 @20.50
Plate beef.....	20.50 @20.50
Extra plate beef, 200 lb. bbls.....	22.00 @22.00

## COOPERAGE.

Ash pork barrels, black iron hoops.....	1.67 1/2 @1.72 1/2
Oak pork barrels, black iron hoops.....	1.90 @2.00
Ash pork barrels, galv. iron hoops.....	1.87 1/2 @1.92 1/2
White oak ham tierces.....	3.25 @3.25
Red oak lard tierces.....	2.37 1/2 @2.40
White oak lard tierces.....	2.57 1/2 @2.62 1/2

## OLEOMARGARINE.

Highest grade natural color animal fat margarine in 1 lb. cartons, rolls or prints, f.o.b. Chicago.....	23 @23
White animal fat margarine in 1 lb. cartons, rolls or prints, f.o.b. Chicago.....	20 1/2 @20 1/2
Nut margarine, 1 lb. cartons, f.o.b. Chicago (30 and 60 lb. solid packed tubs, 10 per lb. less.).....	18 @18
Pastry oleomargarine, 50-lb. tubs, f.o.b. Chicago.....	15 @15

## DRY SALT MEATS.

Extra short clears.....	12 1/2 @12 1/2
Extra short ribs.....	12 1/2 @12 1/2
Short clear middles, 60-lb. avg.....	13 @13
Clear bellies, 14 @16 lbs.....	14 1/2 @14 1/2
Clear bellies, 18 @20 lbs.....	14 1/2 @14 1/2
Clear bellies, 25 @30 lbs.....	13 1/2 @13 1/2
Rib bellies, 20 @25 lbs.....	13 1/2 @13 1/2
Clear bellies, 25 @30 lbs.....	13 1/2 @13 1/2
Fat backs, 12 @14 lbs.....	9 @9
Fat backs, 14 @16 lbs.....	9 1/2 @9 1/2
Regular plates.....	11 1/2 @11 1/2
Butts.....	8 1/2 @8 1/2

## WHOLESALE SMOKED MEATS.

Regular hams, fancy, 14 @16 lbs.....	26 @26
Skinned hams, fancy, 16 @18 lbs.....	29 @29
Standard regular hams, 12 @16 lbs.....	27 @27
Pieces, 6 @8 lbs.....	19 @19
Standard bacon, 4 @8 lbs.....	28 1/2 @28 1/2
Standard bacon, 10 @12 lbs.....	28 1/2 @28 1/2
Standard bacon, 12 @14 lbs.....	27 1/2 @27 1/2
Standard bacon strips, 6 @7 lbs.....	28 @28
Cooked hams, choice, skin on, surplus fat off.....	37 @37
Cooked hams, choice, skinned, surplus fat off.....	38 @38
Cooked hams, choice, skinned, surplus fat off.....	40 @40
Cooked picnics, skin on, surplus fat off.....	25 @25
Cooked picnics, skinned, surplus fat off.....	26 @26
Cooked loin roll, smoked.....	41 @41

## ANIMAL OILS.

Prime lard oil.....	15 @15 1/2
Extra winter strained.....	12 @12 1/2
Extra lard oil.....	11 1/4 @11 1/4
Extra No. 1 lard oil.....	10 1/2 @10 1/2
No. 1 lard oil.....	9 1/2 @9 1/2
No. 2 lard oil.....	9 1/4 @9 1/4
Pure neatfoot oil.....	14 @14 1/4
Extra neatfoot oil.....	10 1/2 @11 1/2
No. neatfoot oil.....	9 1/2 @9 1/2
Acidless tallow oil.....	9 1/2 @10 1/2

## LARD (Unrefined)

Prime, steam, cash, tierces.....	12.45 @12.45
Prime, steam, loose.....	11.65 @11.65
Leaf, raw.....	11.37 @11.37
Neutral lard.....	13.50 @13.50

## LARD (Refined).

Pure lard, kettle rendered, per lb., loose.....	13.00 @13.00
Pure lard, tierces.....	10.00 @10.25
Compound.....	10.25 @10.25

## OLEO OIL AND STEARINE.

Oleo oil, extra.....	13 @13
Oleo stocks.....	12 @12 1/2
Prime No. 1 oleo oil.....	12 @12 1/2
Prime No. 2 oleo oil.....	11 1/2 @11 1/2
No. 3 oleo oil.....	10 1/2 @10 1/2
Prime oleo stearine, edible.....	9 @9 1/2

## TALLOW AND GREASES.

Edible tallow, under 2% acid, 45 titre.....	8 1/2 @8 1/2
Prime packers' tallow.....	7 1/2 @7 1/2
No. 1 tallow, basis 10% f.f.a., 42 titre.....	7 1/2 @7 1/2
No. 2 tallow, basis 40% f.f.a., 40 titre.....	6 @6
Choice white grease, max. 4% acid, loose, Chicago.....	8 1/2 @8 1/2
B-White grease, max. 5% acid.....	7 @7 1/2
Yellow grease, 12-15 f.f.a.....	6 @6
Brown grease, 40 f.f.a.....	5 1/2 @5 1/2

## VEGETABLE OILS.

Crude cottonseed oil in tanks, f.o.b. Valley points, nom., prompt.....	8 @8
Graite, decolorized in bbls., c.a.f. Chicago.....	10 1/2 @11
Yellow, decolorized in bbls.....	10 1/2 @10 1/2
Soap stock, 50% f.f.a. basis, f.o.b. mills.....	2 1/2 @2 1/2
Corn oil, in tanks, f.o.b. mills.....	8 @8
Soya bean oil, seller's tank, f.o.b. coast nom.....	8 1/2 @8 1/2
Cocconut oil, seller's tank, f.o.b. coast.....	8 1/2 @8 1/2
Refined in bbls., c.a.f., Chicago, nom.....	10 1/2 @10 1/2

## FERTILIZERS.

Blood, unground and ground.....	\$ 4.00@ 4.25
Hoofmeal.....	3.25@ 3.50
Ground fertiliser tankage, 10 to 12%.....	8.00@ 8.25
Ground fertiliser tankage, 6 to 9%.....	2.80@ 2.90
Crushed and unground tankage.....	2.65@ 2.80
Ground raw bone, per ton.....	32.00@38.00
Ground steam bone, per ton.....	27.00@30.00
Unground steam bone, per ton.....	25.00@27.00
Unground bone tankage per ton.....	14.00@17.00

# Retail Section

## Retail Bookkeeping

### A Simple and Workable System for the Meat Shop

Many meat dealers operate a grocery store or vegetable market in connection with their shops. Keeping books in such a store is different from either a straight meat market or a straight grocery.

Costs in a grocery store are easily determined, while those in a meat market are not so easily figured. There are other differences, too.

Yet records and books can be kept for combination stores without much more trouble than for single stores. And it will not take an extra bookkeeper to do it, either.

In the following article, the last of a series on retail bookkeeping he is writing for THE NATIONAL PROVISIONER, the author, Roy C. Lindquist, tells how this may be done easily and simply.

This is the seventh and last in this retail bookkeeping series by Mr. Lindquist. The first, in the issue of Jan. 22, 1927, told why the retailer should keep records.

The second, on Feb. 12, told how income and expense should be separated and classified.

The third, on Feb. 26, told how to determine the amount of sales and cost of goods sold for any one period.

The fourth, on March 26, told how to make a profit and loss statement.

The fifth, on April 23, told how to make use of a profit and loss statement.

The sixth, on May 14, told how to apply the results shown in the profit and loss statement.

### How to Keep Books for Combination Grocery and Meat Market

Why should we give special attention to the keeping of records for a combination store? Because such a business requires special consideration from an accounting standpoint. A combination store is really a combination of two different businesses.

From the customer's viewpoint they may seem to be very similar lines, groceries and meats being food products. But from the standpoint of accounting, costs, and management they are two entirely different kinds of business.

#### Meat is Highly Perishable.

In the first place, meats are highly perishable, whereas only a small portion of groceries can be called such. The cost of doing business in meats is higher than in groceries and likewise, the gross margin or mark-up.

The problem of pricing groceries is much easier than for meats. The cost prices of grocery articles are known but in most meat products these are not known.

Most meat is bought in form of carcasses or large cuts at a price per pound for the entire piece. When cut up it is difficult to know what the various cuts cost and at what prices they should sell to bring an adequate margin.

Wholesale prices of meats are constantly fluctuating, a condition not so true of groceries.

Such a dealer then is both a grocer and a meat retailer. How can he successfully manage a combination store?

By departmentizing it.

Such is the method employed by large department stores. The sales, purchases and expenses of each department are kept separate. The manager knows which departments are making and which are losing money.

#### Departmentizing Your Store.

The same method should be followed by the owner of a combination grocery and market. He ought to know how much is made by the grocery and how much by the market.

However, this does not mean that the proprietor of an ordinary sized store will need to hire a bookkeeper to do this work or even to spend very much extra time himself.

By spending a few minutes each day and an extra hour at the end of the bookkeeping period, he can secure this necessary and valuable information.

Just how should the dealer proceed to secure this information? He will need to do the following things:

- (1) Separate sales of meats and groceries.
- (2) Keep separate records of meats and groceries purchased.
- (3) Separate or pro-rate expenses between the two departments.

## Tell 'Em How to Do It!

Here is something your customers will "eat up," Mr. Retailer!

Very few people know the proper way to carve meat at the table. A series of two articles tells how in plain language and shows how by means of pictures. Every housewife will be glad to read it—and so will her husband.

These two articles have been combined and reprinted. They may be had in quantities at cost, *with your name on them*, if you desire.

Order a supply to distribute to your trade. Use the coupon below.

THE NATIONAL PROVISIONER,  
Old Colony Bldg., Chicago.

Please send me ..... reprints of your article on "Meat Carving." These are to be billed me at cost. Put my name on them, as follows:

.....  
.....  
.....  
Name .....  
Street .....  
City....., State.....

#### How to Separate Sales.

First, let us take up the question of separating the sales, the question requiring most attention.

Where the meat department is handled by a hired clerk, he could write the amount of the meat sale on a little ticket which is paid for by the customer at the grocery counter together with groceries, if bought.

The cash register then is in the grocery department and cash is handled by the proprietor.

The butcher should enter the amount of each meat sale on a stub (from which he tears off the customer's ticket) or on a card. At the end of the day his record can be checked against the meat tickets received at the grocery counter.

Tickets of this nature can be purchased ready for use. Where another person handles the meat department it is doubly necessary to keep a good check on the operations of that department.

Where the proprietor handles the meat (and also the clerks) the above method may prove a bit awkward.

In this case the amount of each sale as made can be jotted down on a large pad conveniently located beside the scale. If the dealer cares to invest in a small adding machine, inexpensive cash register, or other registering device, the amount of each meat sale can be entered on these.

The total is automatically given with each amount registered. The difference between the total sales of the store and the meat sales will naturally be the grocery sales.

#### Be Careful to Be Accurate.

Great care must be used in order that all meat sales are thus recorded; otherwise this record will have little value. This registering of meat sales should become a habit—just as automatic as stepping to the scale after a piece of meat is cut.

During the first week or two some sales may be missed but after this time the procedure should become habitual.

Some stores maintain a separate cash register at each department and customers pay for each class of goods at their respective counters. This works well with certain stores, the patrons of which do not object to it.

In a credit store where the proprietor keeps a separate record of cash and charge sales for each day, either of two methods can be used. The cash meat sales can be recorded as outlined above.

This subtracted from the total cash sales will give the cash grocery sales for the day. The meat items on the charge slips can be totaled and this amount subtracted from the total of the charge sales gives the charge grocery sales.

#### Figuring Grocery Sales.

Another method would be to record all meat sales on a pad or registering device (as outlined above). The charge slips are added in total only.

The groceries sales will be determined as follows:

	Total cash sales .....
Add	Total charge sales .....
	Total sales .....
Deduct	Total meat sales .....
Balance	Total grocery sales .....

This can be done with each day's sales but preferably, once for the entire four-week period.

The second step necessary is the separation of purchases of groceries and meats. Cash purchases of meats and of groceries should be separated and an account column for each should be kept in the dealer's books.

For the credit purchases a separate in-



voice register can be used for each of meats and groceries.

If some bills contain both items, then an invoice record along the lines of the following can be set up:

Date	Bought from	Date Paid	T'l. Am't.	Meats	Groceries

Care needs to be exercised in seeing that those items which are classed as meat purchases are also those that are recorded as meats when sold. The same thing applies to groceries.

#### Separating the Expenses.

The last step is the separation of expenses between the two departments. In a large store where expenses are incurred belonging entirely to one department, separate accounts or columns in the books should be set up; as for instance: Wages-Meat Department; Wages-Grocery Department.

In most cases the expenses belong to both divisions and the amounts then must be pro-rated between each department on some fair basis when making the profit and loss statement. This statement can be arranged as shown below:

	Meats		Groceries		Total	
	Amount	Per cent	Amount	Per cent	Amount	Per cent
Sales		100		100		100
Cost of mdse. sold						
Gross margin						
Expenses						
Wages—store clerks						
Wages—proprietor						
Wages—delivery help						
Rent						
Etc.						
Total Expenses						
Trading Profit						
Other Income						
Total						
Other Expenses						
Net Profit or Loss						

Previous articles of this series explain the classification of accounts and preparation of this report. We shall concern ourselves here only with the departmentizing of the accounts.

#### Figuring Up the Inventory.

The cost of merchandise sold, for meats, can be accurately figured for a four-week period and the instructions in Article Three should be followed. However, with groceries, it is almost impossible to take inventory every four weeks in most shops. The cost of groceries sold for the period then will not be known exactly and all we can do is use the purchases as the cost.

However, the margins in groceries, as explained at the beginning, do not fluctuate as widely as in meats. The merchant can use the average margin (per cent of sales) as shown by his previous year's grocery records as a guide to determine whether he is covering his expenses and profit in the grocery department for the four weeks.

Wages of store clerks and proprietor should be pro-rated between meat and grocery department according to the approximate time spent in each.

#### Proportioning Delivery Costs.

Delivery wages can be apportioned on the basis of volume of sales of each section. If the meat sales are two-fifths of total sales, then two-fifths of the delivery wages should be charged to meats and three-fifths to groceries.

Rent should be shared according to floor space occupied.

Ice and refrigeration will probably be charged entirely to meats.

Depreciation will be pro-rated on the basis of fixture investment of each department.

All other expenses can be pro-rated in accordance with the volume of sales. If meat sales are two-thirds of all sales, then this department will be charged with two-thirds of these expenses and the grocery with one-third.

The above instructions are suggestive. The dealer can vary them to suit conditions in his own shop.

#### Cut Out All Red Tape.

As explained before, in order to separate the department's records, no red tape or much extra work should be necessary. Just a little extra time spent and mental effort will repay the dealer in many ways.

#### NEWS OF THE RETAILERS.

Cox & Boegaholz have opened a retail meat store at 312 Seventh St., Columbus, Ind.

Roy E. Taylor has purchased the Huston market at 418 East Second St., Dallas, Ore. He will continue his meat whole-

saling business and market at 622 East Second St.

The Polson Meat Market, Polson, Mont., has been taken over by Frank Neifert who has leased it from Howard Schlegel.

Lester Blair's interest in the Washougal Market, Washougal, Wash., has been purchased by Wm. Lessard. Mr. Lessard has leased the space and fixtures.

Chavis & Sons, Seattle, Wash., plan to add a meat department to their store.

A. J. Hochinson has sold a half interest in his market in Camas, Wash., to Charles Larson.

The North Puyallup Meat Market has opened for business in Puyallup, Wash.

Albert Merrill has opened a retail meat business in Castle Rock, Wash.

Dan Connors has purchased a new building in Kellogg, Ida., into which his retail meat business will be moved in the near future.

The retail meat dealers of Yakima, Wash., have formed a local association. G. V. Phillips is the president.

A new meat market has been opened in Southampton, N. Y., by Aldrich & Co.

The Universal Grocery Co., has opened a meat market store at 202 Atwood Ave., Madison, Wis. It is the plan of the company to open several similar stores in the city in the near future.

Harold H. Richardson has opened a cash and carry market in Princess Anne, Md.

A new retail meat business has been opened in Chisholm, Tex.

The Eastern Provision Co., Hartford,

## Illinois Retailers Meet

### Gathering at Rockford Hear Talks on Many Meat Topics

Reported by Michael O'Toole

Led by the Cleaver Club, garbed in full regimental regalia, more than 250 delegates and invited guests of the Illinois State Retail Meat Dealers' Association marched into session on June 5 at the Rockford, Ill., Shrine Temple. Everybody was merry as the martial strains of "Till We Meet Again" rent the air. Speakers of national importance were in the line of march. The sessions lasted two days, with recreational diversions for the ladies of the party.

Among the speakers were R. C. Pollock, Managing Director, National Livestock and Meat Board; W. C. Davis, business specialist, U. S. Department of Agriculture; A. T. Edinger, of the Better Beef Committee; John C. Cutting, of the Institute of American Meat Packers, and Emil Priebe, treasurer of the National Association of Retail Meat Dealers.

At the evening banquet the speaker of the evening was Prof. J. C. Fuller of the University of Wisconsin. Charles W. Myers of the Trade Relations Department, Armour and Company, also spoke. Miss Gudrun Carlson, Director of the Department of Home Economics of the Institute, made an address on Monday afternoon.

One of the most vital topics discussed was the advocacy of butcher schools by John A. Kotal, Executive Secretary of the national association. It is probable that the Illinois state association will ask the state to establish bureau meat vocational departments in high schools and the state universities and colleges.

Other state and national offices of the meat dealers' associations also spoke.

The next annual convention will be held at Moline, Ill.

The newly elected officers are: A. J. Kaiser, Chicago, president; J. C. Adler, Joliet, vice president; Anton Vorel, Chicago, secretary, and Paul T. Ecklund, Rockford, treasurer.

An interesting sidelight of the convention was the presence of Al Saunders, the butcher poet of Dubuque, Iowa, whose effusions have brought smiles to many mouths; another was the fact that when the retailers were inspecting one of the local slaughter plants, seven of them "passed out" without a struggle. Smelling salts were applied vigorously. Butchers, indeed, are not what they used to be!

Conn., has moved from 199 State St., to 127 State St.

The Rowley Meat Market in the Durkee Building, Hartford, Wis., formerly owned by the Rowley Packing Co., of Racine, Wis., has been sold to J. A. Dick, Madison.

Emile De Voe's market at McDonald, Pa., was destroyed by fire recently.

Enoch Oberg has sold his market in Princeton, Ill., to A. J. Wimer, Henry, Ill.

A new meat market, to be known as the Home Market, will be started in Garden City, Kan., in the near future. Harry Summes will be the proprietor.

C. G. Smith has bought the City Market in Unionville, Mo., from Geo. Minear.

Kennon's Market was opened recently in Minden, La.

# New York Section

## Among Retail Meat Dealers

One of the most interesting discussions at the meeting of Ye Olde New York Branch, New York State Association of Retail Meat Dealers, Inc., on Tuesday evening of this week was brought about by the reading of a newspaper clipping. This clipping announced the passing of a state law at Albany prohibiting the butcher from using sulphite as a preservative. It seems that the passing of this law was caused by the fact that the practice had been formed by some people of using sulphite in order to give the appearance of fresh meat to some that had already become spoiled. The Ye Olde New York Branch went on record as being opposed to such tactics.

Charles Kramer, chairman of the purchasing committee, reported on proposals for purchasing bags in quantity lots; also twine and other incidentals.

A quarterly report of the year's work was read, which showed the Branch to be in good standing and getting along splendidly. Reports of other committees were also read. Several candidates were elected to membership.

A complaint relative to some Sunday violations in the Harlem section of Lenox avenue were entertained, and ways of overcoming these violations are being considered.

The following alternates to the delegates to the convention of the State Association were appointed: M. Lowenstein, A. Ochs, F. Hertzog, A. Heinziger, J. Udel, M. J. Thenn, William Hanauer, J. Seyper and Lester Kirschbaum.

## South Brooklyn Branch Meeting.

A delegation from the Brooklyn Branch—including president John Hildemann, Frank P. Burck, William Helling and Mr. Schneider—attended the meeting of the South Brooklyn Branch, New York State Association Retail Meat Dealers, on Tuesday evening of this week. Another visitor was State President George Kramer. Mr. Kramer gave an interesting talk, which included such subjects as the proposed industrial bank, state convention, classification and grading of meats and cooperative buying. With reference to the latter, the South Brooklyn Branch has been able to offer its members some very special prices for supplies, of which they are taking advantage.

This very interesting meeting had one drawback, and that was the absence of David Van Gelder, who was prevented from attending on account of the very serious illness of his brother-in-law. Mr. Van Gelder never allows anything to interfere with his attendance at the meetings of the Branch and he was very much missed.

Delegates elected to represent the South Brooklyn Branch at the convention of the State Association are Joseph Rossman, Harry Kamps and David Van Gelder. Their alternates are H. Schwanewede, Steve Kittle and Harry Himstedt.

Due to the State Association of Retail Meat Dealers, Inc., convening at the Hotel Astor next week, the Bronx Branch has postponed its meeting until the following week, the date of which will be June 22.

The sympathy of the trade is being extended to A. E. Haft, a member of Ye Olde New York Branch, New York State Association of Retail Meat Dealers, upon the passing of his wife. The funeral services for Mrs. Haft were held at 10:30 Thursday morning.

Election of delegates and alternates to the convention of the State Association of Retail Meat Dealers, Inc., planning and

adopting resolutions to be presented and other interesting details helped to make the meeting of the Washington Heights Branch on Tuesday evening wonderful, full of pep and enthusiasm. The delegates elected are Charles Hembdt, Albert DiMatteo and Frank Kunkle. Their alternates are L. Roth, Max Haas and R. Uttenwald. Business manager Fred Hirsch and Gus Backes of the Bronx Branch were visitors.

Sympathy is being extended to Emanuel Collins, a member and formerly an officer of Ye Olde New York Branch, New York State Association of Retail Meat Dealers, whose sister passed away recently.

On Sunday evening Albert DiMatteo, treasurer of the Washington Heights Branch, and Mrs. DiMatteo, recording secretary of the Ladies' Auxiliary, New York State Association of Retail Meat Dealers, entertained some friends with an elaborate "Italian dinner." Among those present, in addition to Mr. and Mrs. DiMatteo and their two daughters, were Mr. and Mrs. George Anselm, Mr. and Mrs. Frank P. Burck, Mr. and Mrs. Charles Hembdt and their three daughters, Mr. and Mrs. Fred Hirsch and Miss Jenny Esposito.

"Rudy" Schumacher, a member of the Bronx Branch and a director of the State Association of Retail Meat Dealers, and Mrs. Schumacher, corresponding secretary of the Ladies' Auxiliary, celebrated the eighteen anniversary of their wedding on June 7th.

Edna Metzger, the daughter of Mr. and Mrs. Sylvian Metzger, both actively engaged in the activities of the Retail Meat Dealers Association, graduated with honors from Barnhart College on Wednesday of last week. Miss Metzger will go to camp for the summer, after which she will plan her future work.

With the idea of organizing a branch of the New York State Association of Retail Meat Dealers, Inc., in Westchester County, a meeting was held on Wednesday evening of last week. A temporary staff of officers, including Frank Bitz, Jr., of Yonkers as president, T. E. Buckley, secretary, and Kalman Papp, of Mount Vernon, treasurer, was elected. A second meeting in Yonkers will be held on June 23rd.

Jacob Schmidt, formerly treasurer of Ye Olde New York Branch, and an active worker, was taken suddenly ill with appendicitis last Thursday, and died on Sunday. Funeral services were held on Wednesday from the Universal Funeral parlors, 52nd Street and Lexington Avenue.

## NEW YORK MEAT SUPPLIES.

Receipts of western dressed meats and local slaughters under federal inspection at New York City, N. Y., are officially reported for the week ending June 4, 1927, with comparisons, as follows:

	Week ending June 4.	Prev. week.	Cor. week. 1926.
Western dressed meats:			
Steers, carcasses	7,900	8,645½	7,750
Cows, carcasses	224	373	453
Bulls, carcasses	67	112	158½
Veals, carcasses	9,888	11,878	10,669
Lamb, carcasses	22,289	21,339	
Mutton, carcasses	5,513	5,750	6,890
Beef cuts, lbs.	979,824	751,885	181,897
Pork cuts, lbs.	1,321,216	1,300,694	1,006,769
Local slaughters:			
Cattle	9,794	10,504	9,614
Calves	14,344	17,280	17,840
Hogs	45,417	51,797	37,285
Sheep	34,156	46,838	42,133

## NEW YORK NEWS NOTES.

Another one of those successes for which George Kern, Inc., is noted is being eagerly anticipated in the first annual picnic and outing of the George Kern, Inc., Employees' Benefit Association. This first summer event of the E. B. A. will be held at Semler's Midland Park, Grant City, Staten Island on Sunday, June 19th and from present indications it will be a monster affair. There will be racing, games, dancing and a general frolic at the grounds, which will be reached by private cars and buses. Norman Platje, president of the E. B. A., has consummated all the arrangements and looks to a goodly attendance, with the retail merchants of Greater New York en masse. As usual the Kern organization is taking an active interest in the outing of their employees' benefit association.

Frederic Tansill, who has been associated with George Kern, Inc., for the last five years, is leaving the packinghouse field to take up the practice of law. Mr. Tansill has been in charge of the city sales department of the company, but from now on will make a specialty of corporation law in connection with his new endeavor. He was given a farewell luncheon last Saturday in the company's restaurant at which there were about twenty-five present, including executives and heads of departments. Mr. Tansill was given an 18-carat gold wrist watch by his colleagues. The presentation speech was made by George Kern, Jr., who expressed the company's regret at losing so valuable a man, and extended the hope that Mr. Tansill would have the very best success in his new venture.

Lehman Levy, New York, and L. Westphal, Chicago, Wilson & Company, returned to New York on Tuesday of this week on board the steamship Pan American. They had originally started out on the steamer Western World, but were delayed for two weeks, owing to the vessel running on the rocks. Mr. Westphal left immediately for Chicago.

Louis Joseph, head of the beef department, Wilson & Company, accompanied by Mrs. Joseph, is spending a few days at Atlantic City.

C. E. Dinger, construction department, Wilson & Company, Chicago, was in New York during the week.

## MEAT IMPORTS AT NEW YORK.

Imports of meats and meat products received at the port of New York for the week ending June 4, 1927, are reported officially as follows:

Point of origin.	Commodity.	Amount.
Canada—Quarters of beef	.....	208
Canada—Calf carcasses	.....	1,854
Canada—Calves' livers	.....	3,706 lbs.
Canada—Beef tongues	.....	25 lbs.
Canada—Pork tenderloins	.....	60 lbs.
Canada—Pork loins	.....	75 lbs.
Canada—Smoked meats	.....	12,343 lbs.
Italy—Sausage	.....	1,541 lbs.
Denmark—Liver paste	.....	693 lbs.
Germany—Smoked hams	.....	5,131 lbs.
Germany—Cooked hams in tin	.....	2,665 lbs.
Germany—Sausage	.....	5,591 lbs.
New Zealand—Mutton carcasses	.....	1,060
Holland—Cooked hams	.....	4,750 lbs.
Holland—Smoked hams	.....	5,850 lbs.
Holland—Sausage	.....	1,984 lbs.
Spain—Sausage in lard	.....	1,350 lbs.
Spain—Blood pudding in lard	.....	1,800 lbs.
South America	.....	3,168 lbs.

What are the chief points to know about in kosher killing of cattle? Ask "The Packer's Encyclopedia," the "blue book" of the meat packing industry.

For Sausage Makers  
**BELL'S**  
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 107 Lawrence St., Brooklyn, N. Y.

#### PHILADELPHIA MEAT SUPPLIES.

Receipts of western dressed meats and local slaughters under city and federal inspection at Philadelphia, Pa., are officially reported as follows for the week ending June 4, 1927, with comparisons:

	Week ending June 4.	Prev. week.	Cor. week. 1926.
Western dressed meats:			
Steers, carcasses .....	2,739	2,574	2,914
Cows, carcasses .....	649	636	650
Bulls, carcasses .....	412	456	327
Veals, carcasses .....	2,286	2,321	2,431
Lambs, carcasses .....	9,012	9,204	7,193
Mutton, carcasses .....	2,351	2,507	2,530
Pork, lbs. ....	418,585	415,200	269,869
Local slaughters:			
Cattle .....	1,784	2,204	2,280
Calves .....	2,683	2,537	3,522
Hogs .....	15,209	16,345	14,773
Sheep .....	3,811	3,975	5,156

#### BOSTON MEAT SUPPLIES.

Receipts of western dressed meats and slaughters under federal and city inspection at Boston, Mass., are officially reported as follows for the week ending June 4, 1927, with comparisons:

	Week ending June 4.	Prev. week.	Cor. week. 1926.
Western dressed meats:			
Steers, carcasses .....	2,744	3,270	2,746
Cows, carcasses .....	2,329	2,036	1,465
Bulls, carcasses .....	65	39	44
Veals, carcasses .....	1,483	1,273	1,909
Lambs, carcasses .....	11,951	11,049	8,252
Mutton, carcasses .....	917	788	1,864
Pork, lbs. ....	476,125	528,428	281,457
Local slaughters:			
Cattle .....	1,172	1,302	1,674
Calves .....	1,292	2,410	1,812
Hogs .....	14,094	11,968	15,889
Sheep .....	4,777	3,866	4,327

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*42 years reputation among packers for quality*



# NEW YORK MARKET PRICES

## LIVE CATTLE.

Steers, bulk	\$ 9.90@10.75
Cows, cutters	3.90@ 5.75
Bulls	7.50@ 8.00

## LIVE CALVES.

Calves, bulk	\$10.75@13.00
Calves, culls, per 100 lbs.	7.00@10.25

## LIVE SHEEP AND LAMBS.

Lambs, bulk	\$17.50@17.75
Sheep, bulk	5.50@ 6.00

## LIVE HOGS.

Hogs, heavy	\$ 9.00@ 9.75
Hogs, medium	10.20@10.35
Hogs, 100 lbs.	10.40@10.65
Hogs, 140 lbs.	@10.70
Pigs, under 80 lbs.	10.80@10.90
Good pigs	10.90@10.95
Roughs	8.15@ 8.25
Good Roughs	@ 8.50

## DRESSED HOGS.

Hogs, heavy	17¼@17½
Hogs, 180 lbs.	@17¾
Hogs, 160 lbs.	@18
Pigs, 80 lbs.	@19
Pigs, under 140 lbs.	@18½

## DRESSED BEEF.

### CITY DRESSED.

Choice, native heavy	20 @21
Choice, native light	20 @21
Native, common to fair	17 @19

### WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	18 @19½
Native choice yearlings, 400@600 lbs.	18 @20
Western steers, 600@800 lbs.	17 @18
Texas steers, 400@600 lbs.	14 @16
Good to choice heifers	17 @18
Good to choice cows	14 @15
Common to fair cows	12 @13
Fresh bologna bulls	@12up

## BEEF CUTS.

	Western.	City.
No. 1 ribs	24 @25	25 @26
No. 2 ribs	21 @23	23 @24
No. 3 ribs	@18	20 @22
No. 1 loins	29 @32	32 @35
No. 2 loins	28 @29	28 @31
No. 3 loins	22 @24	24 @27
No. 1 hinds and ribs	24 @26	25 @27
No. 2 hinds and ribs	21 @23	23 @24½
No. 3 hinds and ribs	19 @20	21 @22½
No. 1 rounds	@18	@20
No. 2 rounds	@17	18 @19
No. 3 rounds	@16	@17
No. 1 chucks	15 @16	@16
No. 2 chucks	14 @15	14 @15
No. 3 chucks	@13	@13
Bolognas	@ 6	13½@14½
Rolls, reg. 6@8 lbs. avg.	22 @23	
Rolls, reg. 4@6 lbs. avg.	17 @18	
Tenderloins, 4@6 lbs. avg.	00 @10	
Tenderloins, 5@6 lbs. avg.	80 @90	
Shoulder clods	10 @11	

## DRESSED CALVES.

Prime	23 @25
Choice	19 @22
Good	17 @18
Medium	15 @16

## DRESSED SHEEP AND LAMBS.

Lambs, choice, spring	35 @36
Good lambs	33 @35
Lambs, poor grade	26 @29
Sheep, choice	17 @18
Sheep, medium to good	14 @16
Sheep, culls	12 @13

## SMOKED MEATS.

Hams, 8@10 lbs. avg.	25 @26
Hams, 10@12 lbs. avg.	24 @25
Hams, 12@14 lbs. avg.	23 @24
Picnics, 4@6 lbs. avg.	17 @17½
Picnics, 6@8 lbs. avg.	15 @16
Rollettes, 6@8 lbs. avg.	17 @18
Beef tongue, light	25 @27
Beef tongue, heavy	28 @30
Bacon, boneless, Western	27 @28
Bacon, boneless, city	23 @24
Pickled bellies, 8@10 lbs. avg.	19 @20

## FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs. avg.	21 @22
Pork tenderloins, fresh	52 @54
Pork tenderloins, frozen	35 @40
Shoulders, city, 10@12 lbs. avg.	17 @18
Shoulders, Western, 10@12 lbs. avg.	15 @16
Butts, boneless, Western	23 @24
Butts, regular, Western	17 @18
Hams, Western, fresh, 10@12 lbs. avg.	23 @24
Hams, city, fresh 6@10 lbs. avg.	25 @26
Picnic hams, Western, fresh, 6@8 lbs. avg.	15 @16
Pork trimmings, extra lean	19 @20
Pork trimmings, regular 50% lean	10 @11
Spare ribs, fresh	13 @14
Leaf lard, raw	13 @14

## BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs.	
per 100 pcs.	95.00@100.00
Flat shin bones, avg. 40 to 45 lbs., per	
100 pcs.	@ 75.00
Black hoofs, per ton	45.00@ 50.00
Striped hoofs, per ton	45.00@ 50.00
White hoofs, per ton	@ 85.00
Thigh bones, avg. 85 to 90 lbs., per	
100 pieces	@100.00
Horns, avg. 7½ oz. and over, No. 1s.	360.00@325.00
Horns, avg. 7½ oz. and over, No. 2s.	250.00@275.00
Horns, avg. 7½ oz. and over, No. 3s.	200.00@225.00

## FANCY MEATS.

Fresh steer tongues, untrimmed.	@28c	a pound
Fresh steer tongues, l. c. trim'd.	@38c	a pound
Sweetbreads, beef	@65c	a pound
Sweetbreads, veal	@1.00	a pair
Beef kidneys	@15c	a pound
Mutton kidneys	@ 8c	each
Livers, beef	@23c	a pound
Oxtails	@14c	a pound
Beef hanging tenders	@24c	a pound
Lamb fries	@10c	a pair

## BUTCHERS' FAT.

Shop fat	@ 2½
Breast fat	@ 4
Edible suet	@ 5
Cond. suet	@ 4½
Bones	@20

## SPICES.

	Whole.	Ground.
Allspice	19 22	
Cinnamon	17 20	
Cloves	23 28	
Coriander	10 13	
Ginger		15
Mace	1.10	1.20
Nutmeg		45
Pepper, black	33	36
Pepper, Cayenne	32	36
Pepper, red		32
Pepper, white	48	51

## GREEN CALFSKINS.

	5-9 9½-12½	12½-14	14-18	18 up
Prime No. 1 Veals	20 2.35	2.75	2.85	3.70
Prime No. 2 Veals	18 2.15	2.50	2.70	3.45
Buttermilk No. 1	17 2.00	2.40	2.60	...
Buttermilk No. 2	15 1.80	2.15	2.35	...
Branded Grubby	12 1.40	1.75	1.95	2.25
Number 3		At Value		

## CURING MATERIALS.

	Dbl. Bags	per lb.
In lots of less than 25 bbls.:		
Double refined saltpetre, granulated	6½c	6½c
Double refined saltpetre, small crystal	7½c	7½c
Double refined large crystal saltpetre	8½c	8½c
Double refined nitrate soda, granulated	4½c	4c
In 25 barrel lots:		
Double refined saltpetre, granulated	6½c	6c
Double refined saltpetre, small crystal	7½c	7½c
Double refined saltpetre, large crystal	8½c	8c
Double refined nitrate soda, granulated	4c	3½c
Carload lots:		
Double refined saltpetre, granulated	6c	5½c
Double refined nitrate soda, granulated	3½c	3½c

## DRESSED POULTRY.

### FRESH KILLED.

Fowls—fresh—dry packed—12 to box—fair to good:	
Western, 60 to 65 lbs. to dozen, lb.	25 @27
Western, 48 to 54 lbs. to dozen, lb.	25 @26
Western, 43 to 47 lbs. to dozen, lb.	24 @26
Western, 36 to 42 lbs. to dozen, lb.	23 @25
Western, 30 to 35 lbs. to dozen, lb.	21 @23
Fowls—fresh—dry pkd.—prime to fecy—12 to box:	
Western, 60 to 65 lbs. to dozen, lb.	28 @29
Western, 48 to 54 lbs. to dozen, lb.	27 @28

Western, 43 to 47 lbs. to dozen, lb.	27 @28
Western, 36 to 42 lbs. to dozen, lb.	26 @27
Western, 30 to 35 lbs. to dozen, lb.	24 @25

## Fowls—frozen—dry packed—prime to fecy—12 to box:

Western, 60 to 65 lbs., lb.	28 @28
Western, 55 to 59 lbs., lb.	28 @28
Western, 43 to 47 lbs., lb.	27 @27
Western, 30 to 35 lbs., lb.	24 @24

## Ducks—

Long Island, prime	23 @24
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## Squabs—

White, 11 to 12 lbs. to dozen, per lb.	60 @65
Prime, dark, per dozen	2.50@ 3.00

## LIVE POULTRY.

Fowls, colored, per lb., via express	@27
Geese, swan, via express	@10
Turkeys, via express	30 @32
Pigeons, per pair, via freight or express	@45
Guineas, per pair, via freight or express	@80

## BUTTER.

Creamery, extras (92 score)	@43
Creamery, firsts (90 to 91 score)	41½@42½
Creamery, seconds	37 @38½
Creamery, lower grades	35½@36½

## EGGS.

Extras, regular packed	@24
Extra firsts	@24
Firsts	22½@23
Checks	17 @19

## FERTILIZER MATERIALS.

### BASIS NEW YORK DELIVERY.

Ammoniates.	
Ammonium sulphate, bulk, delivered per 100 lbs.	@ 2.40
Ammonium sulphate, double bags, per 100 lbs. f.a.s. New York	@ 2.35
Blood, dried, 15-16% per unit	@ 4.25
Fish scrap, dried 11% ammonia, 10% B. P. L.	nominal
Fish guano, foreign 13@14% ammonia, 10% B. P. L.	4.10@ 4.10
Fish scrap, acidulated, 6% ammonia, 3% A. P. A., f.o.b. fish factory	3.50@50c
Soda Nitrate, in bags, 100 lbs. spot	@ 2.75
Tankage, ground, 10% ammonia, 15% B. P. L. bulk	4.00@10c
Tankage, unground, 9@10% ammonia	3.75@10c

### Phosphates.

Bone meal, steamed, 3 and 50 bags, per ton	@31.00
Bone meal, raw 4½ and 50 bags, per ton	@39.00
Acid phosphate, bulk, f.o.b. Baltimore, per ton, 16% fat	@ 9.00

### Potash.

Manure salt, 20% bulk, per ton	@11.70
Kalmit, 12.4% bulk, per ton	@ 9.00
Muriate in bags, basis 80%, per ton	@37.00
Sulphate in bags, basis 90%, per ton	@45.00

### Beef.

Cracklings, 50% unground	@ 1.15
Cracklings, 60% unground	@ 1.20

### Meat Scraps, Ground.

50%	@05.00
55%	@70.00

## BUTTER AT FOUR MARKETS.

Wholesale prices for 92 score butter at Chicago, New York, Boston and Philadelphia for the week ending June 2, 1927:

	May	27	28	30	31 June 1	2
Chicago	41¼	41¼	Holiday	42	41¼	41¼
New York	43¼	43	Holiday	43	43	43
Boston	43¼	43½	Holiday	43½	43	43
Philadelphia	44¼	44	Holiday	43½	43½	43½

Wholesale prices of carlots—fresh centralized butter—90 score at Chicago.

40%	41	Holiday	41	41	40%
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## Receipts of butter by cities (tubs):

	This week.	Last week.	Last year.	—Since Jan. 1—
				1927.
Chicago	48,690	59,632	40,611	1,308,805
New York	79,691	72,616	60,895	1,457,701
Boston	23,545	28,751	20,291	479,815
Philadelphia	21,697	24,230	18,372	461,180
Total	173,503	183,229	155,169	3,707,501

3,631,196

## Cold storage movement (lbs.):

	In	Out	On hand	Same week day
	June 2.	June 3.	June 3.	last year.
Chicago	568,751	8,485	6,423,438	9,002,649
New York	428,072	77,458	2,442,285	4,808,985
Boston	328,832	12,013	1,763,874	1,802,584
Philadelphia	178,520	9,805	1,410,957	2,068,502
Total	1,504,175	107,761	12,040,654	17,702,730

